

FIG. 1A

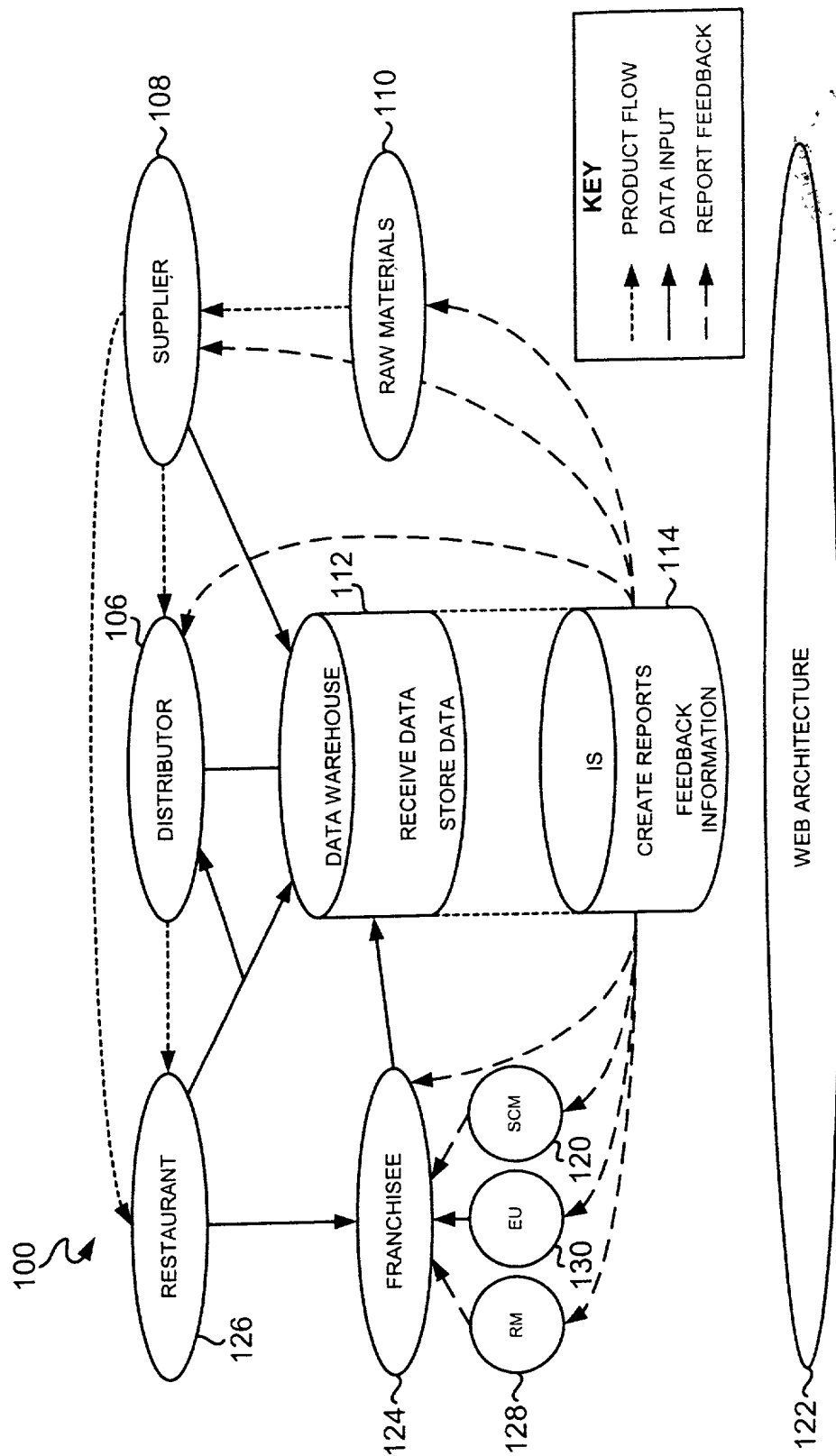
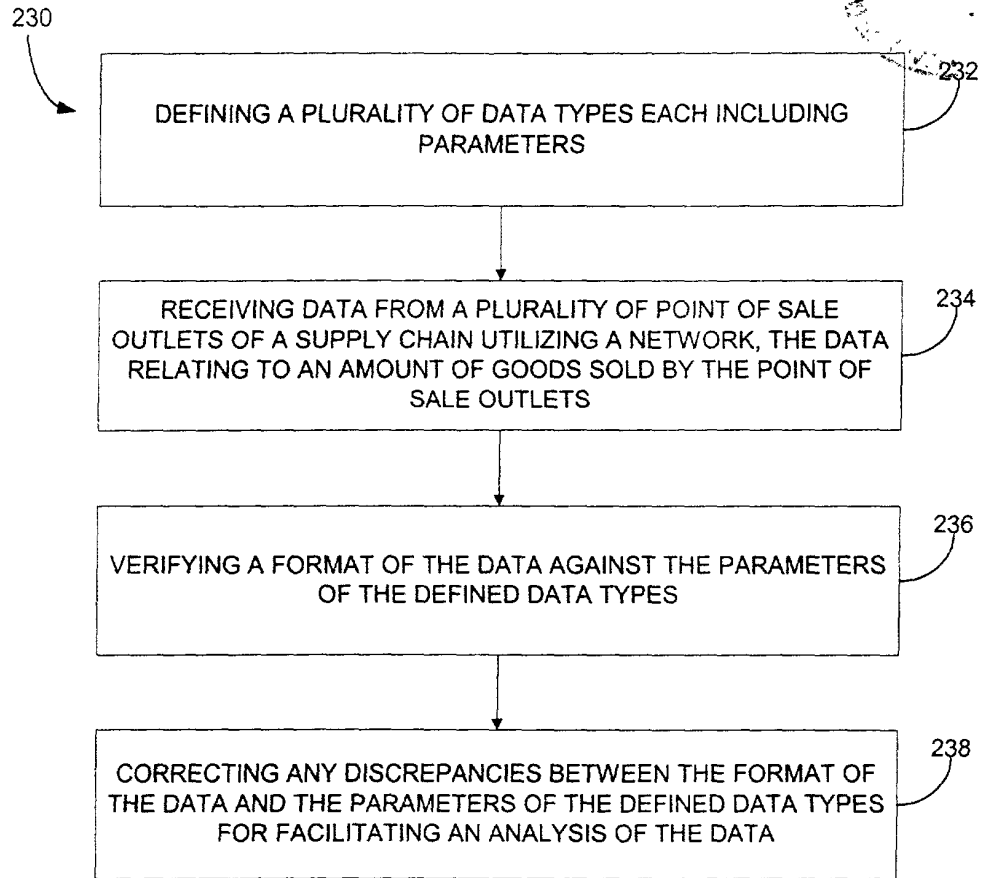
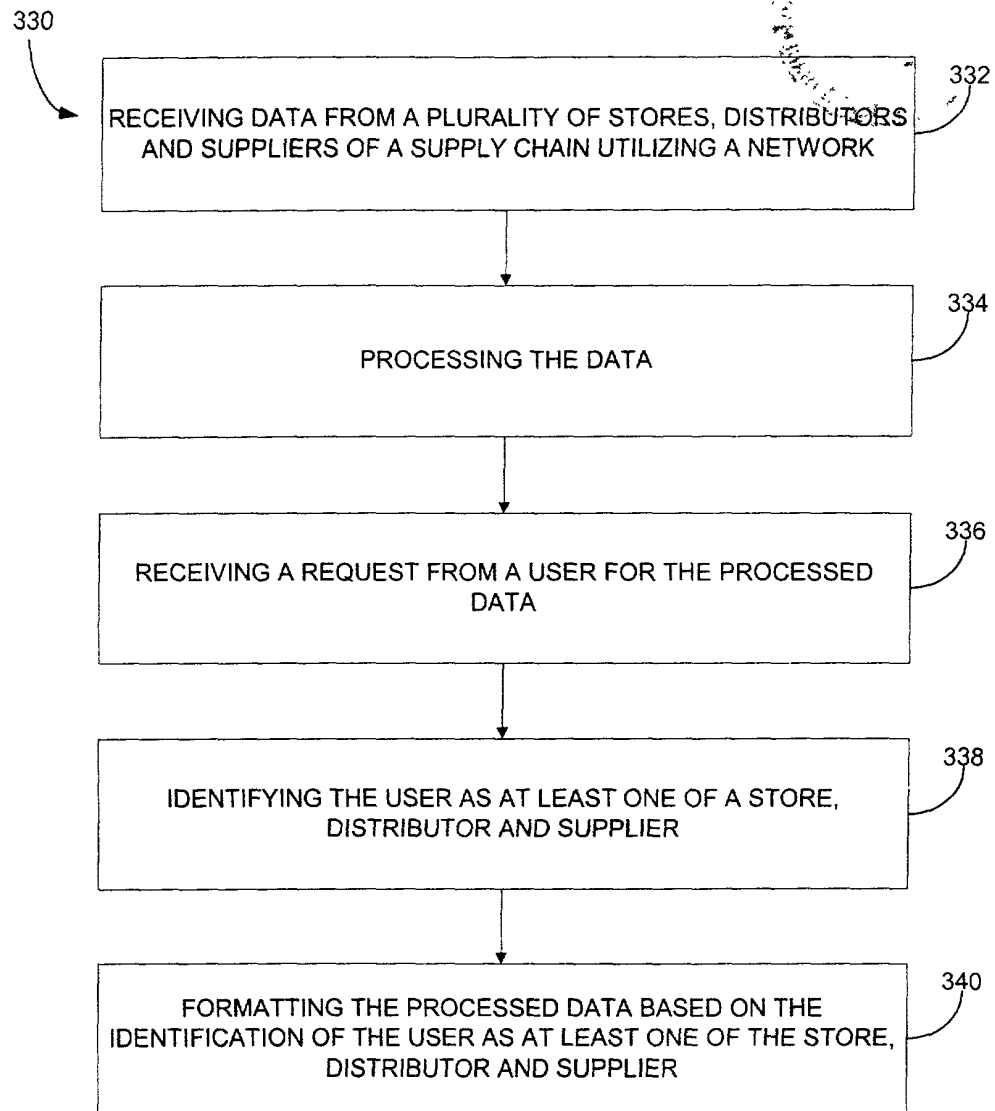


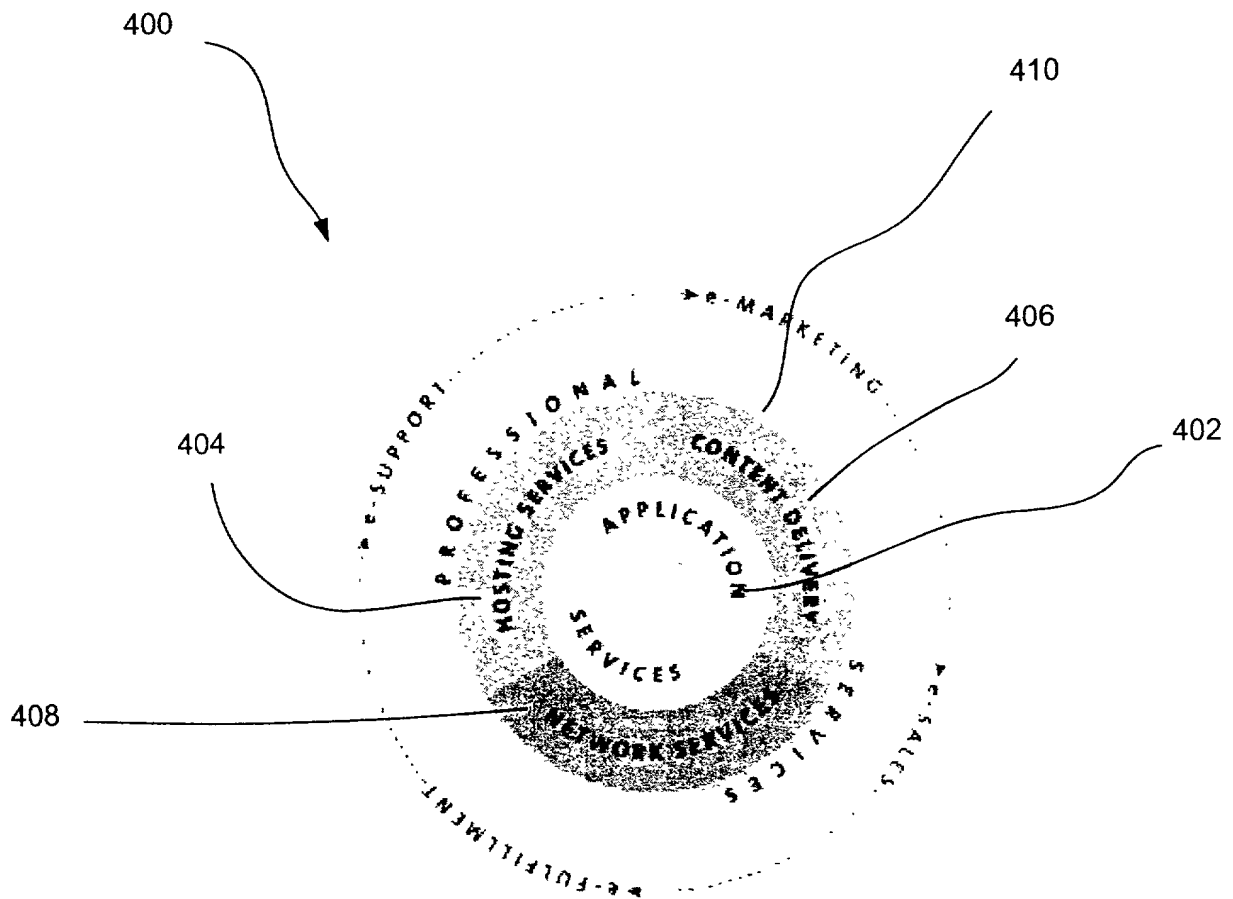
FIG. 1B

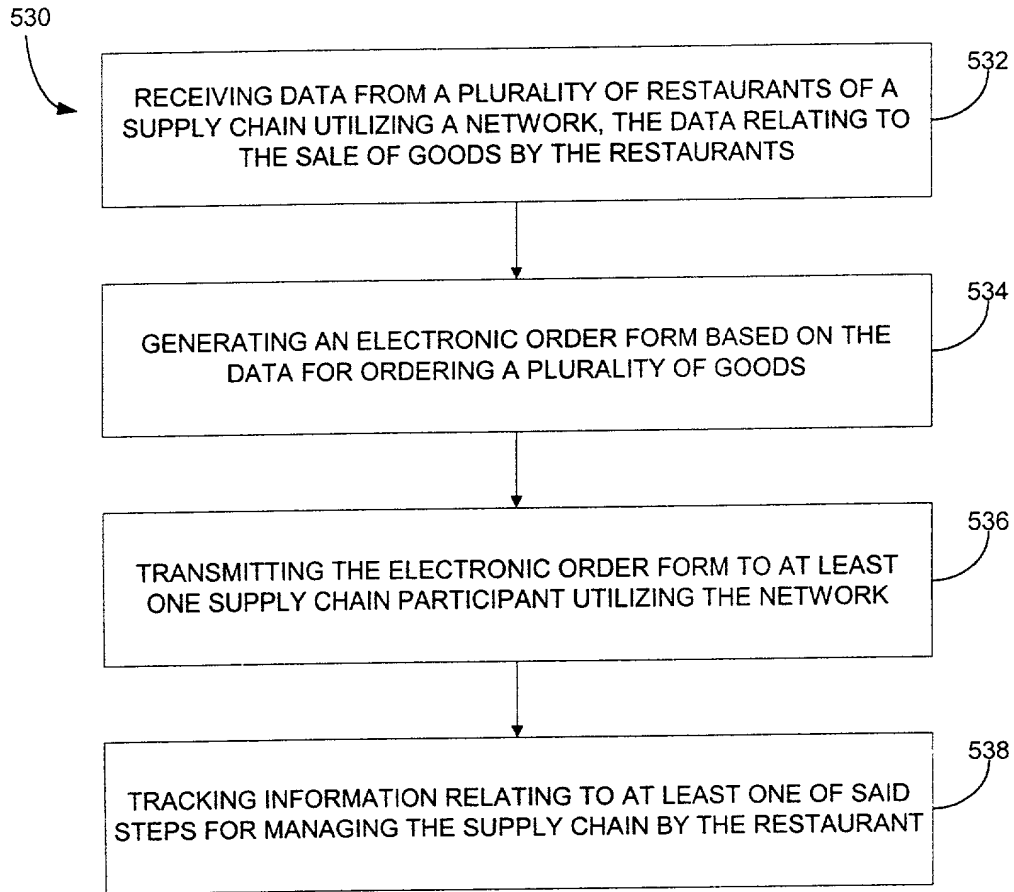


**FIG. 2**

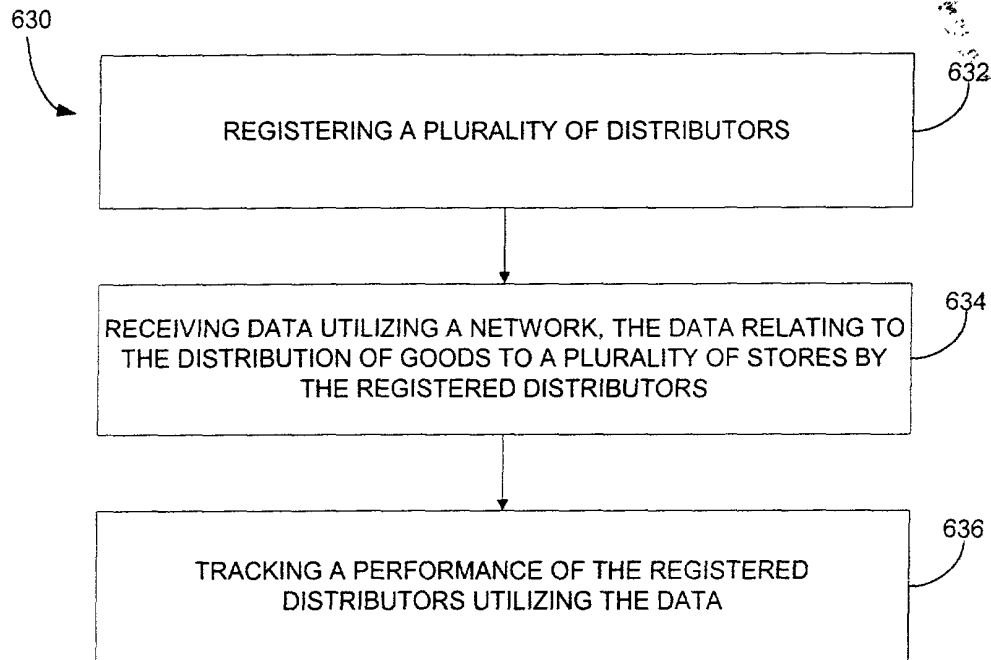


**FIG. 3**

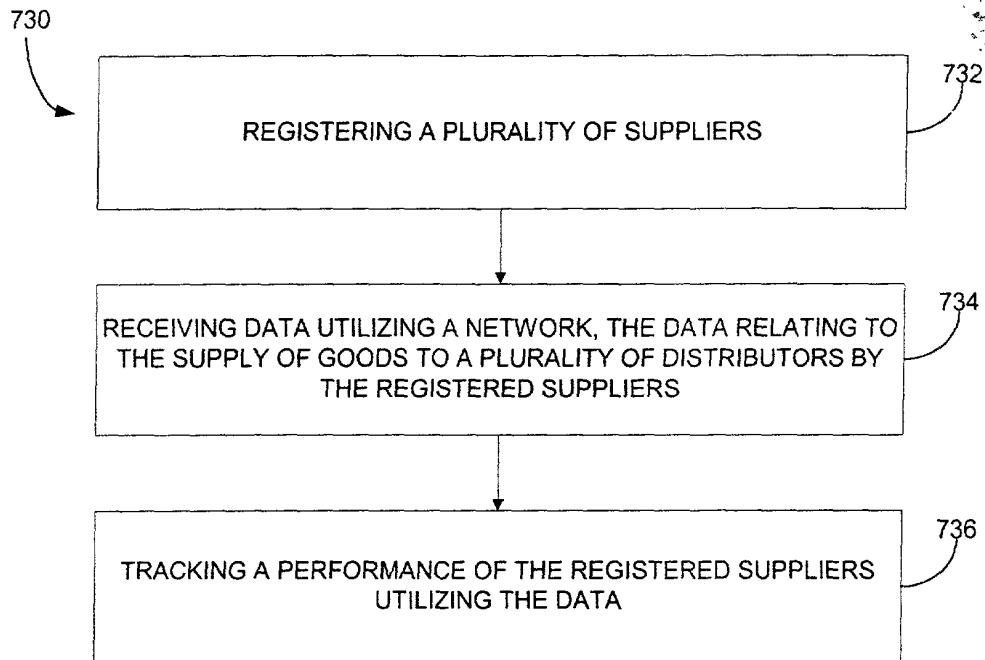




**FIG. 5**

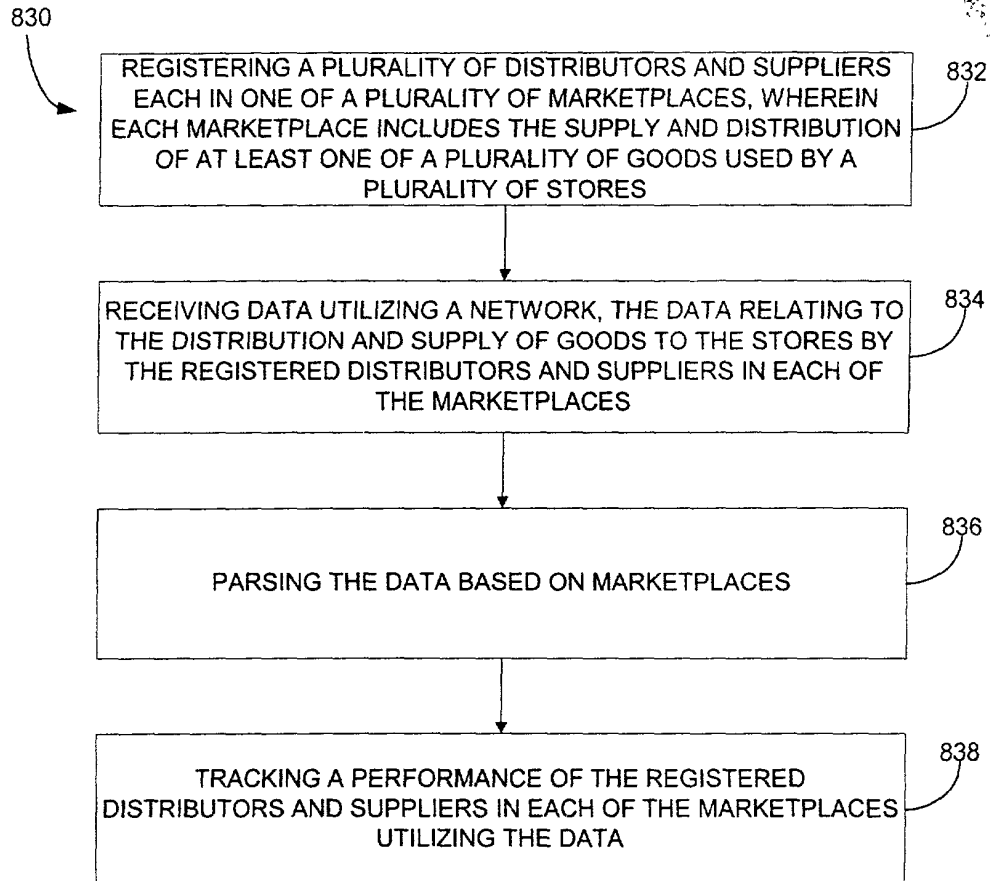


**FIG. 6**

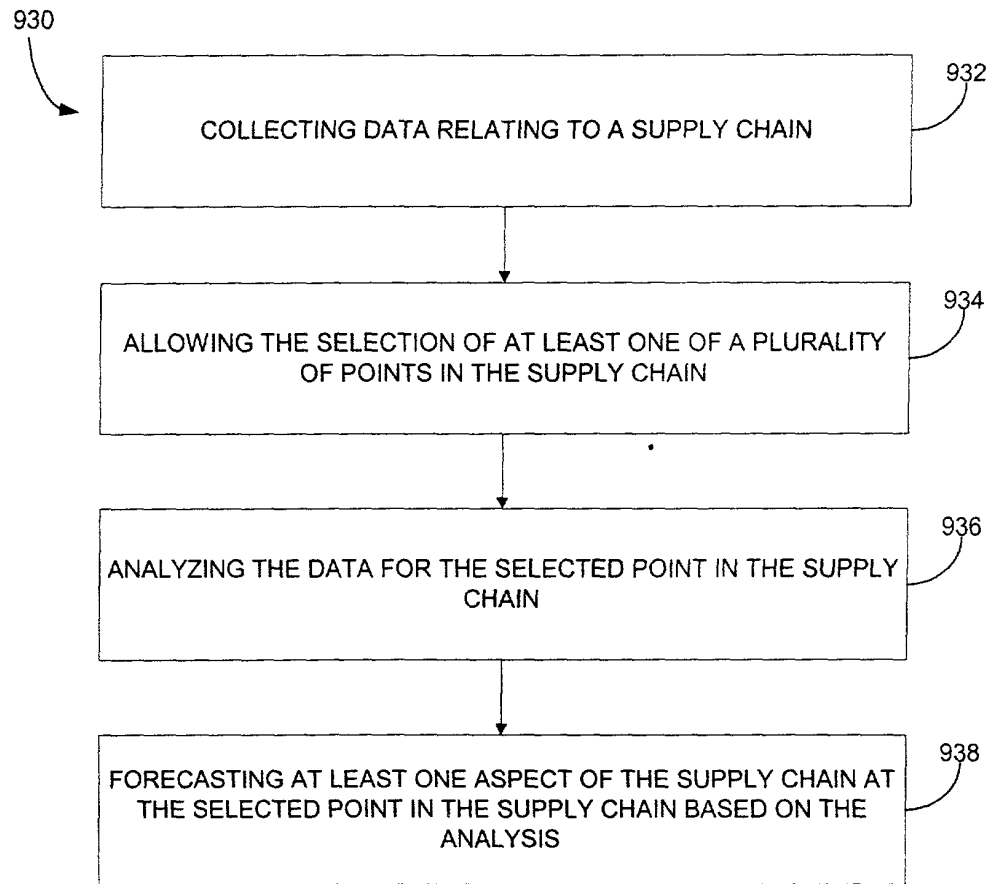


**FIG. 7**

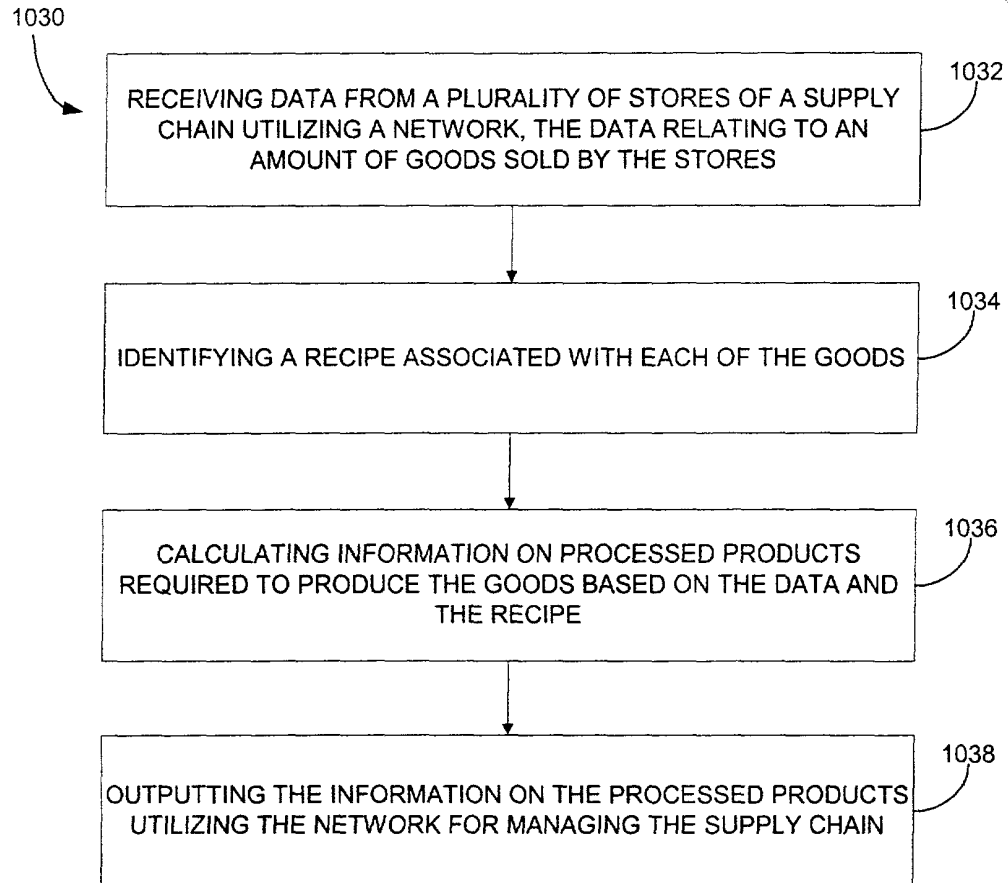




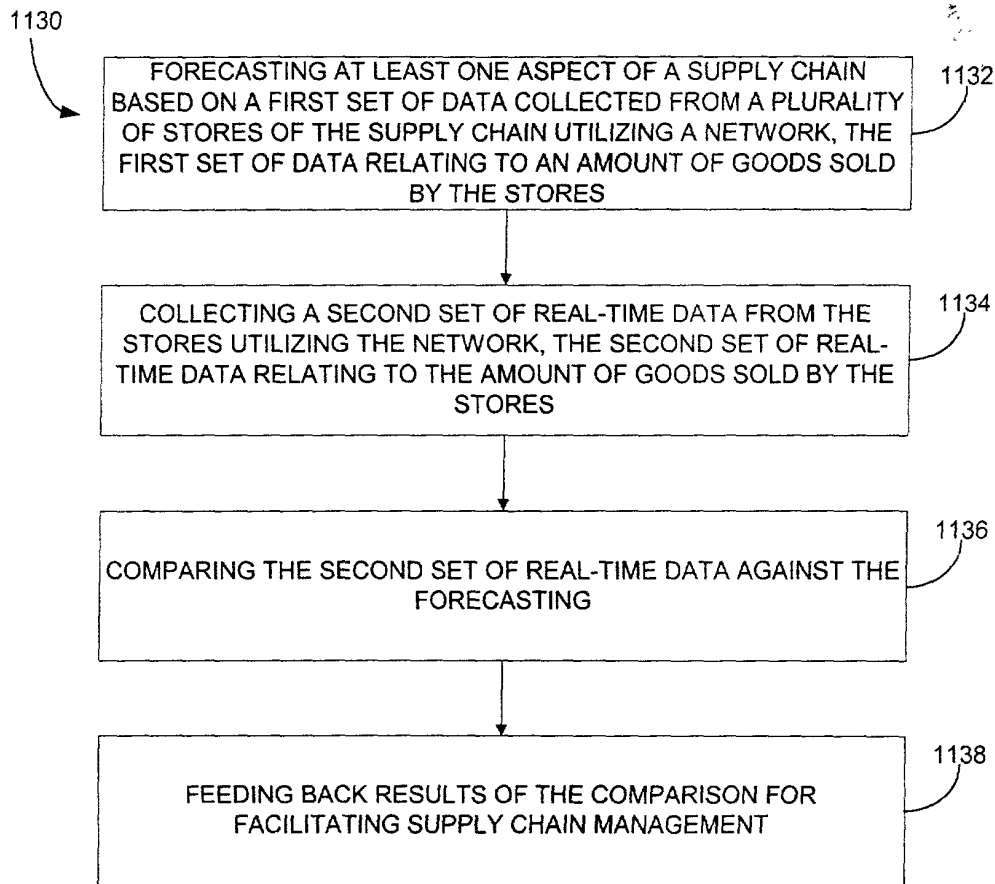
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

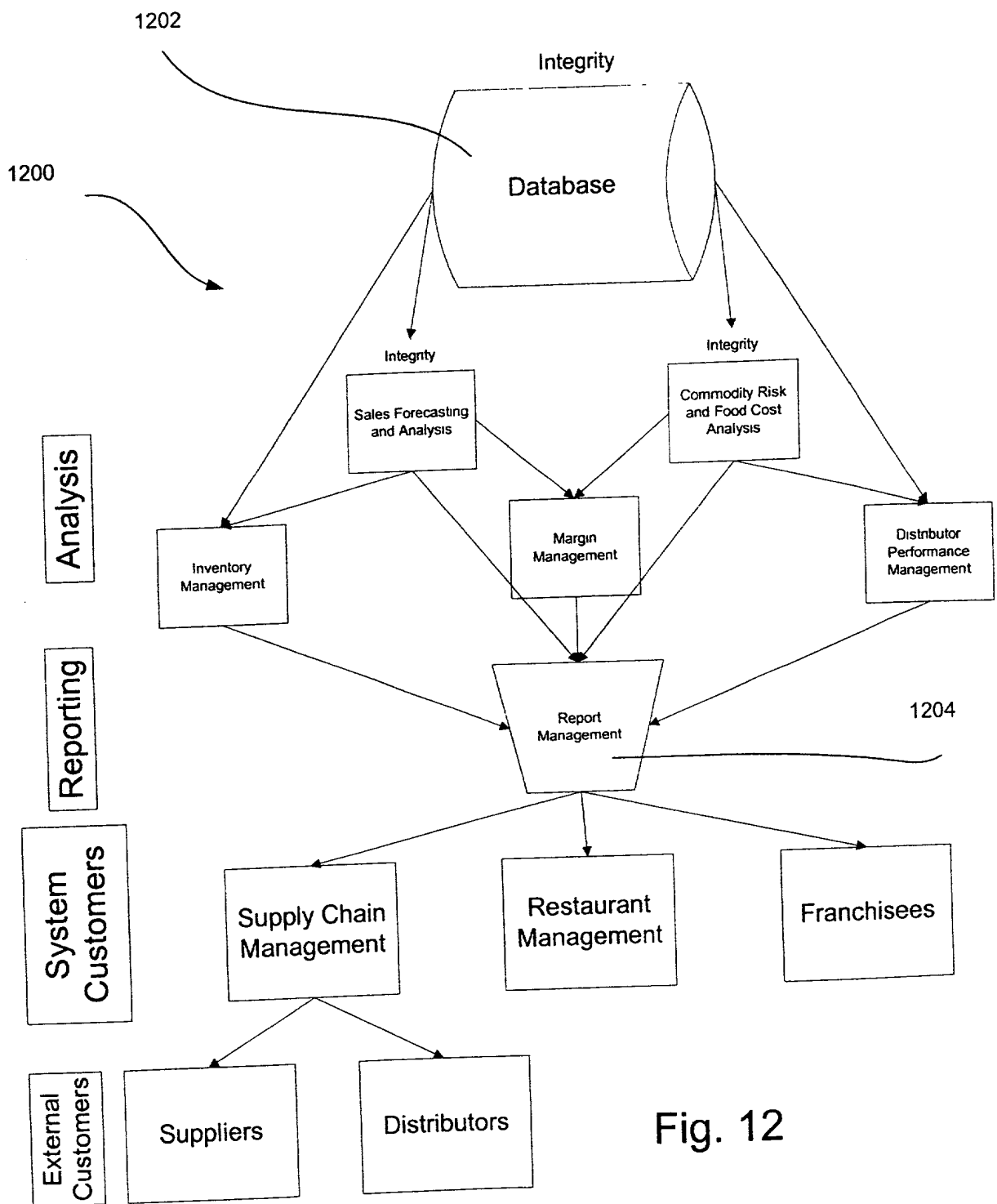
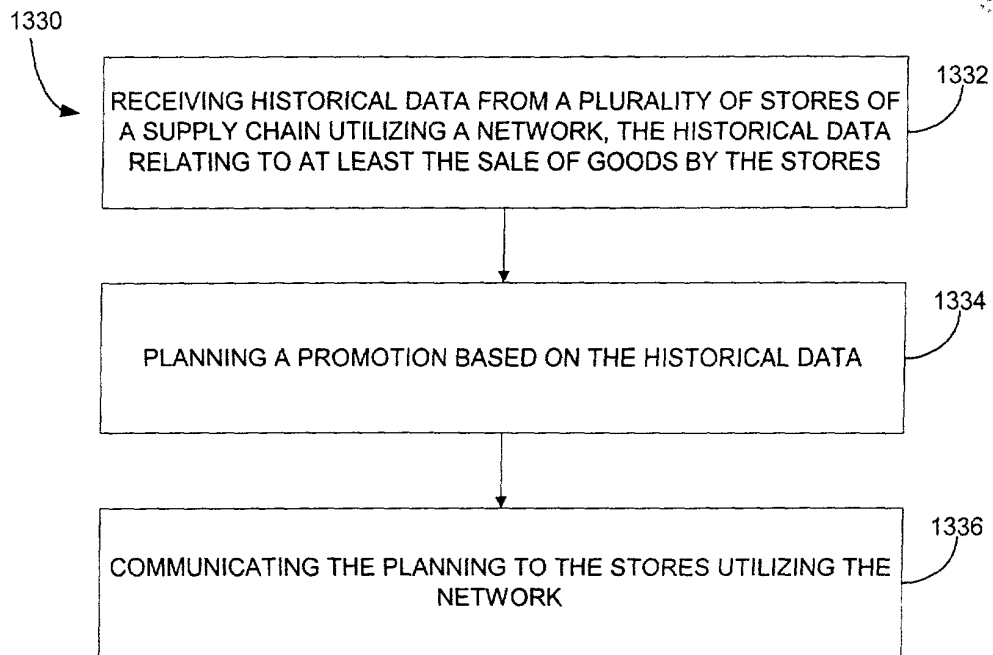
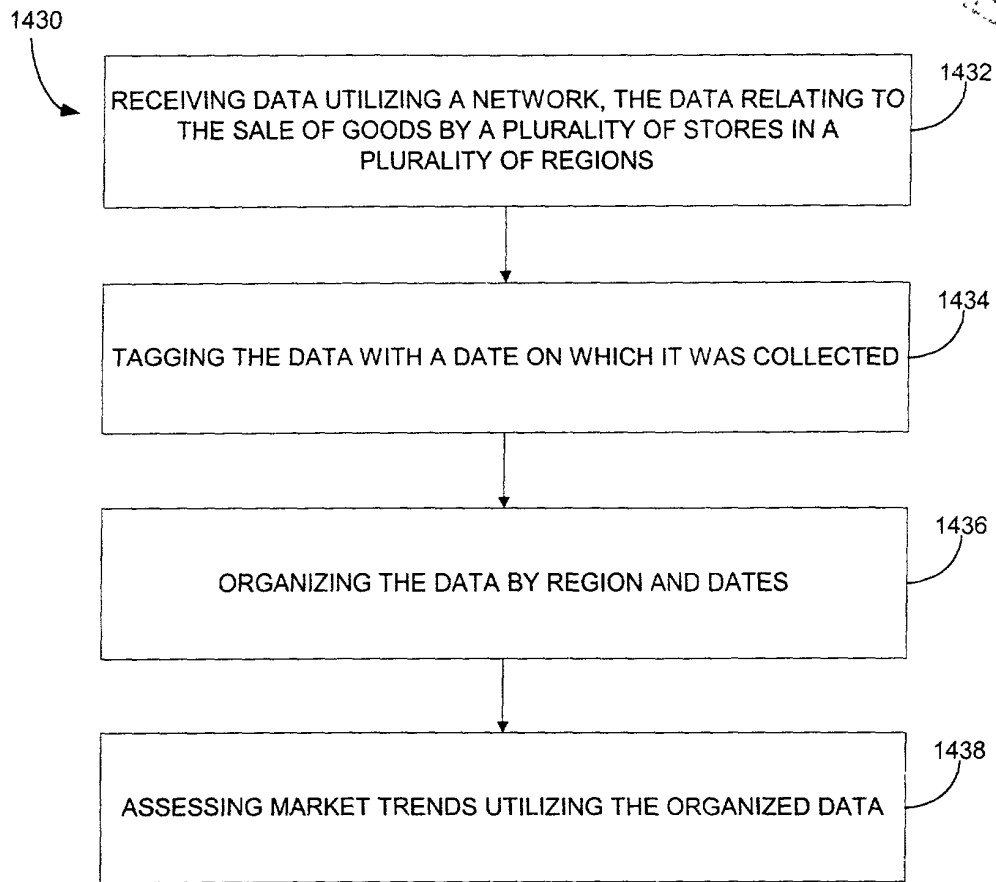


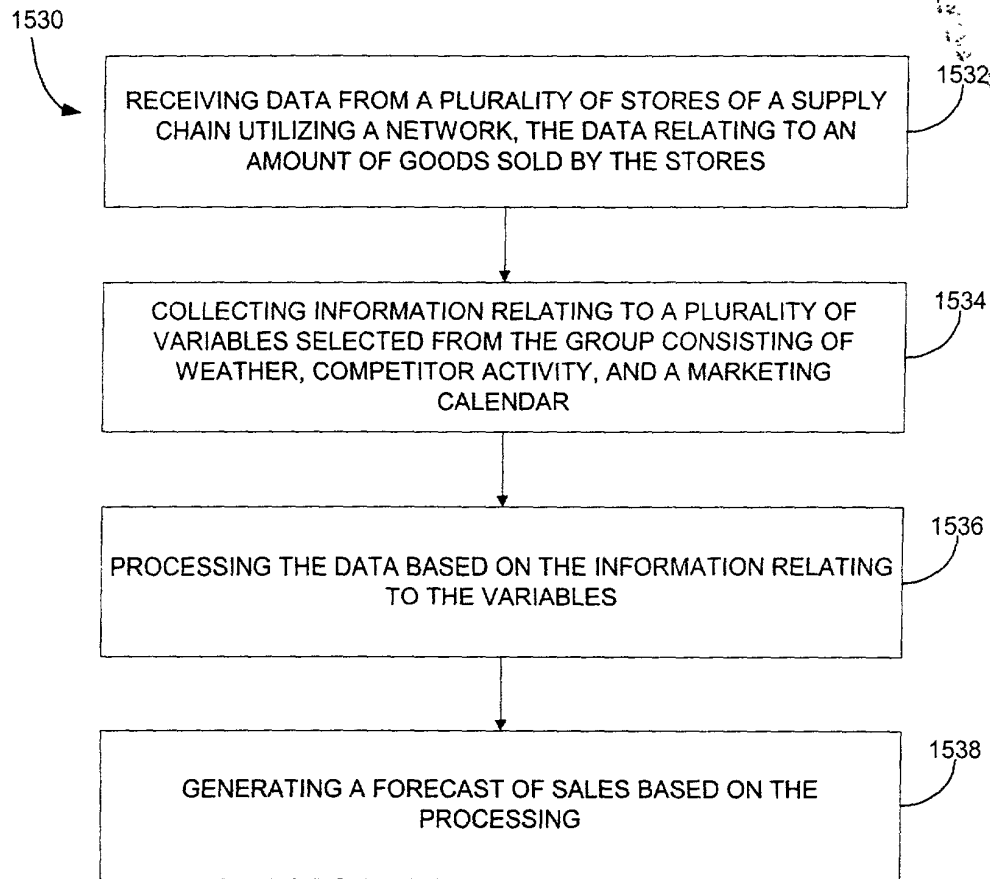
Fig. 12



**FIG. 13**

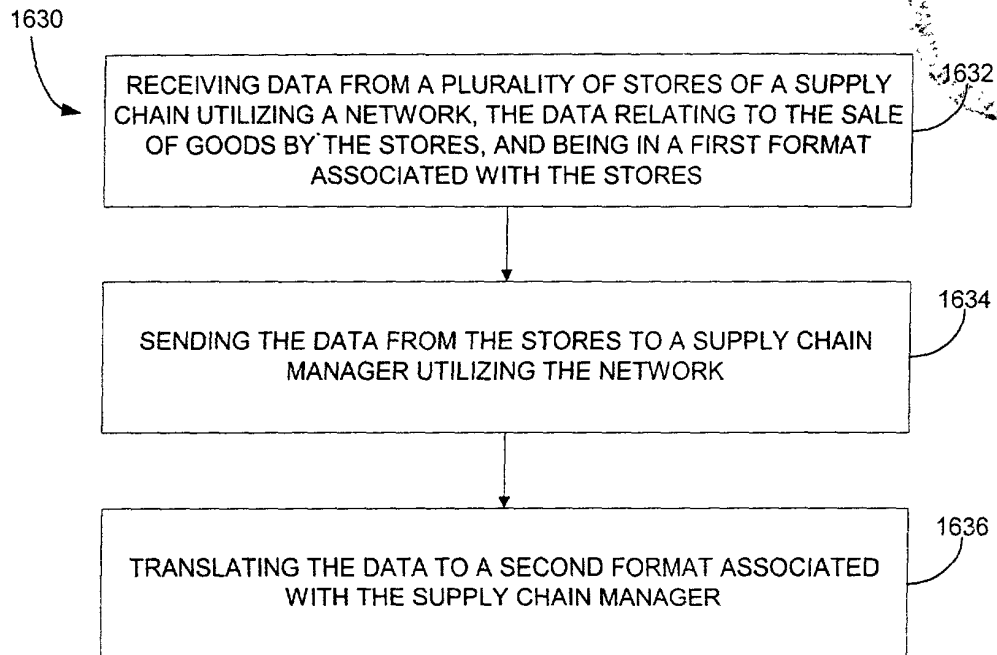


**FIG. 14**



**FIG. 15**





**FIG. 16**

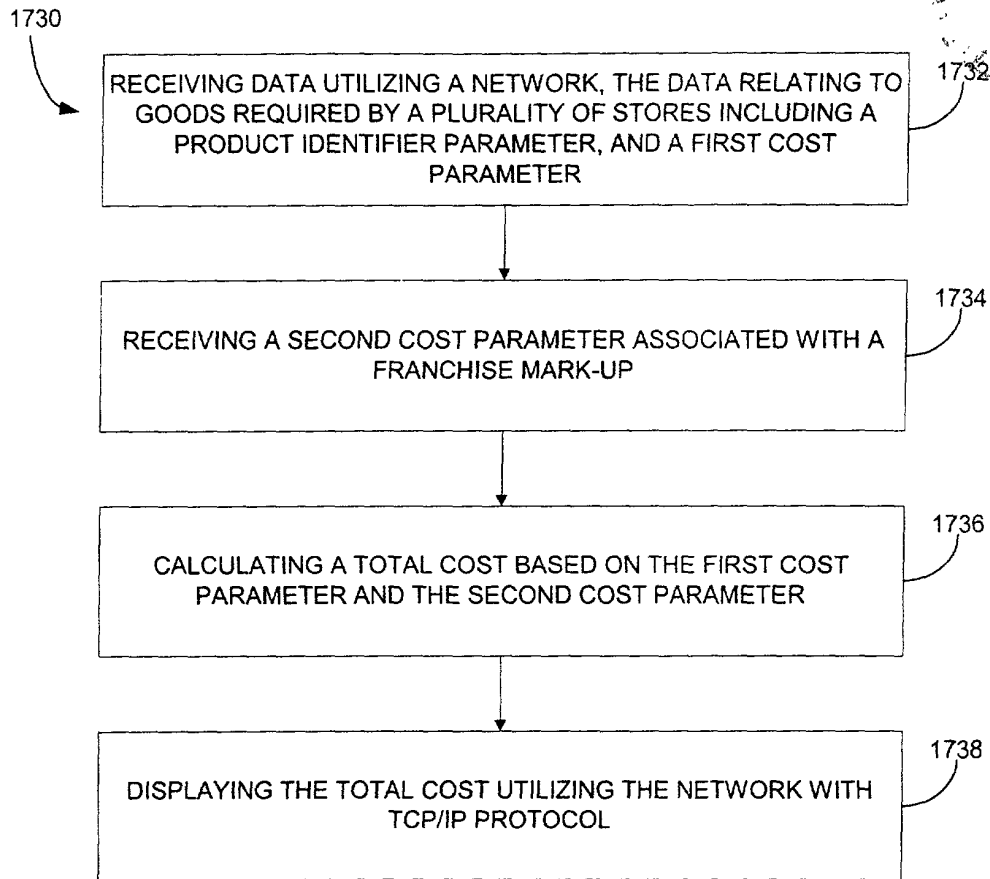
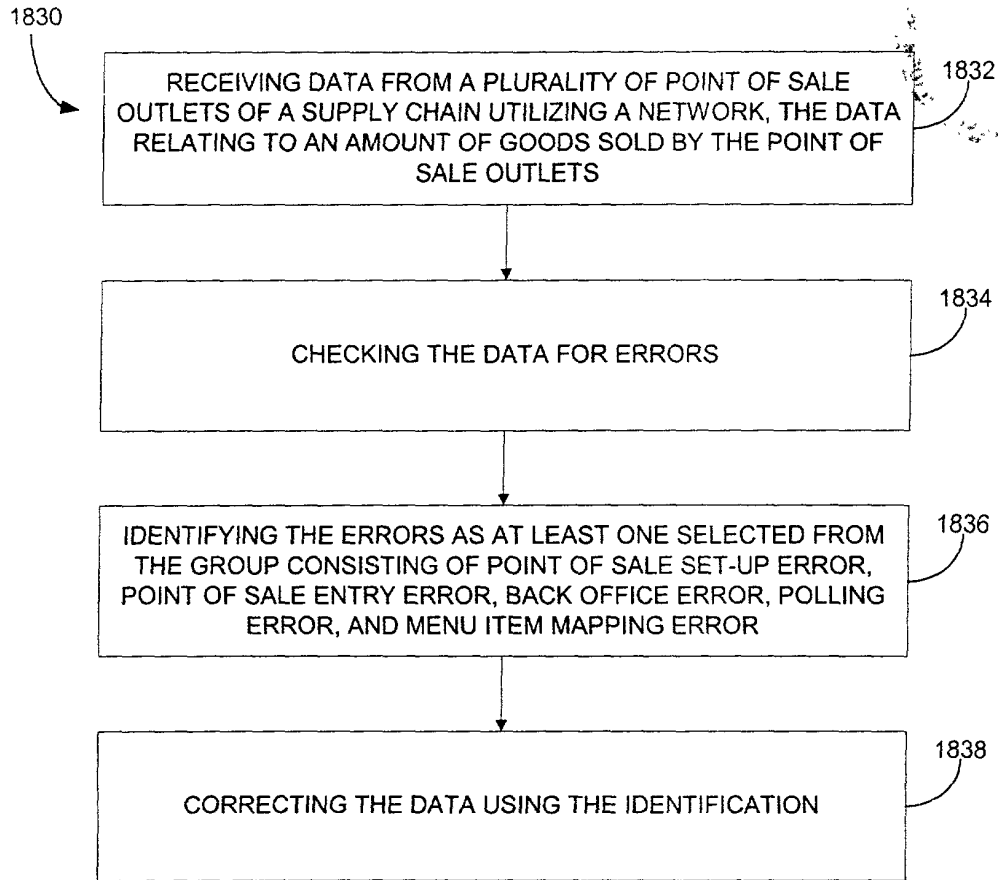
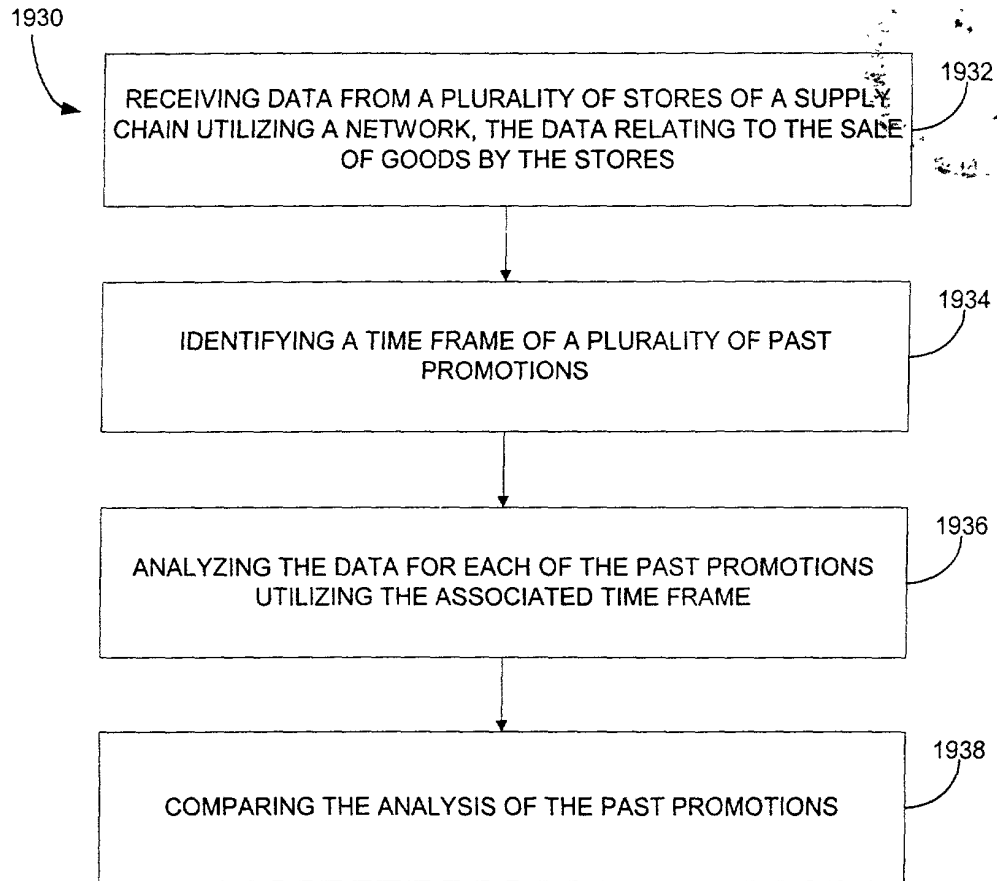


FIG. 17



**FIG. 18**



**FIG. 19**

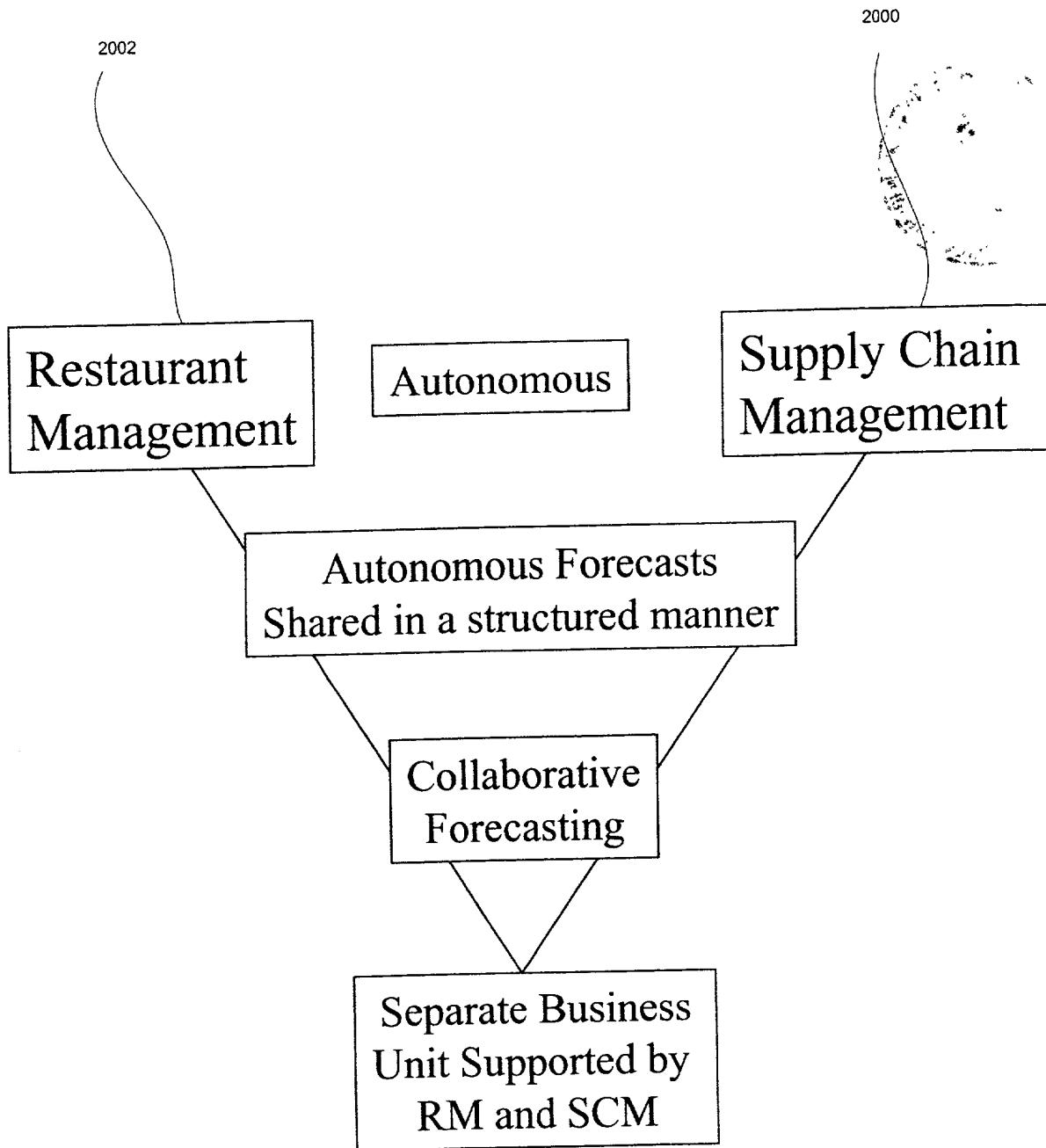


Fig. 20

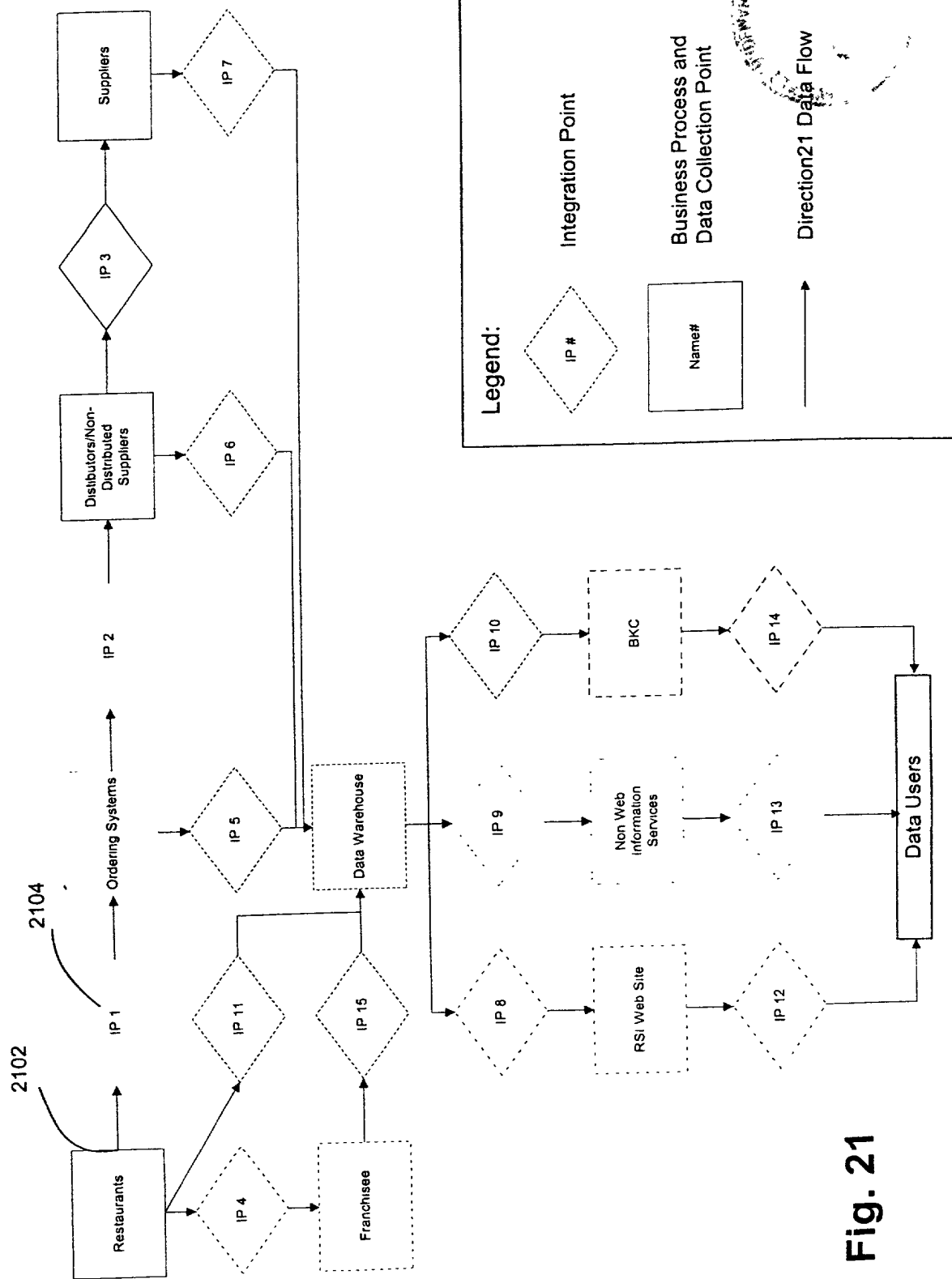


Fig. 21

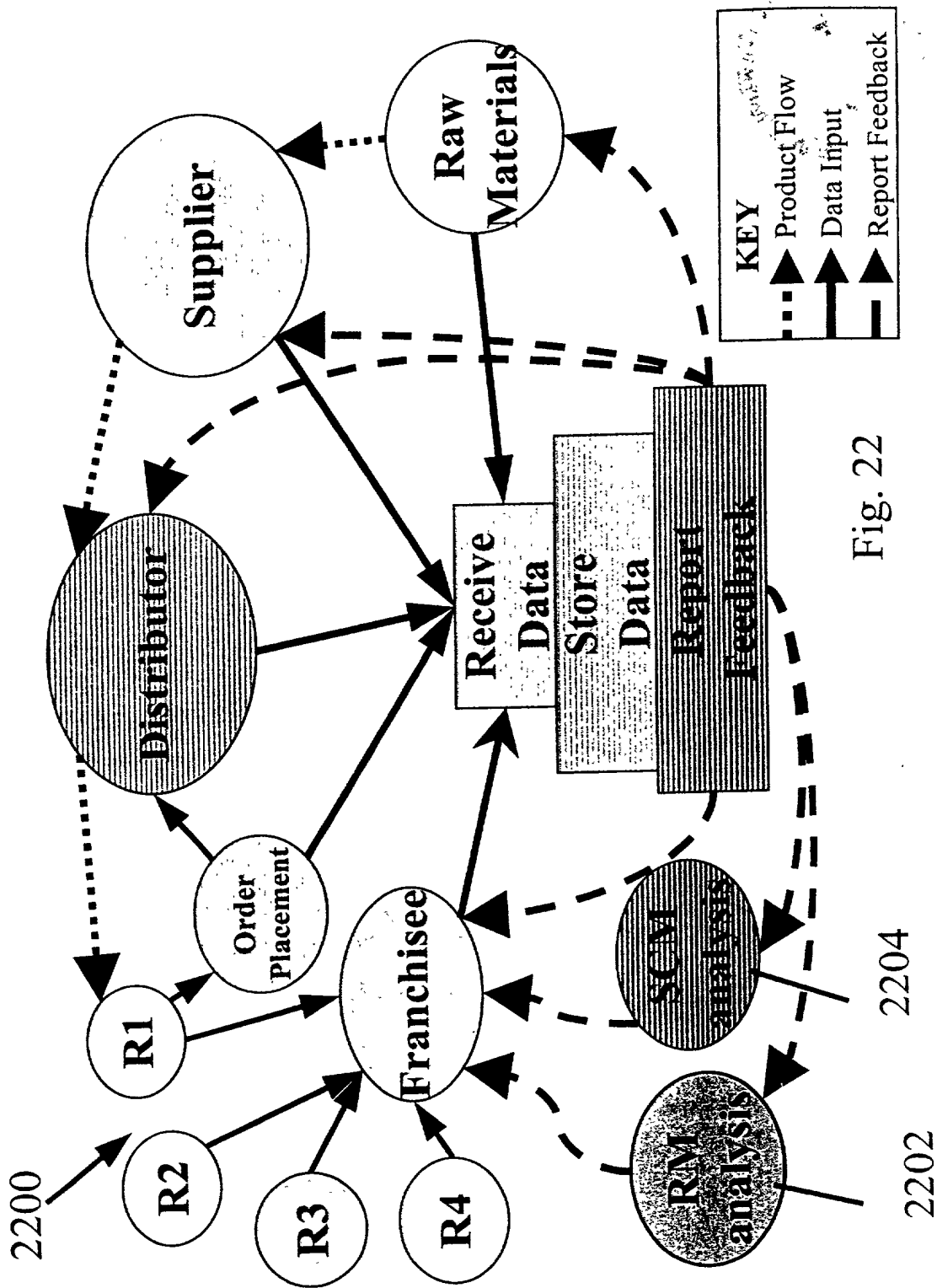
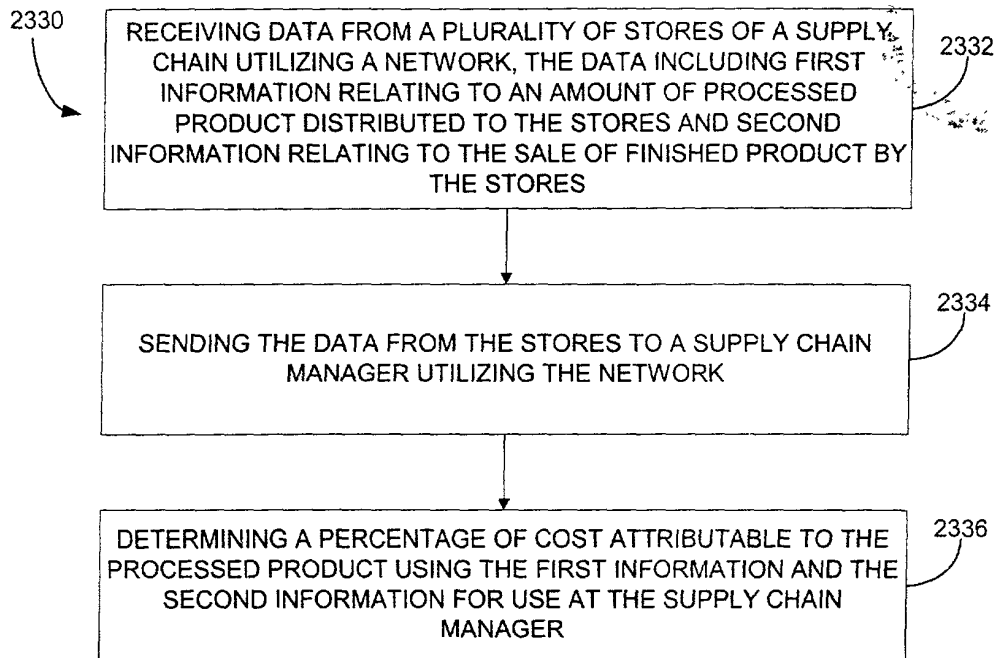


Fig. 22



**FIG. 23**



FIG. 24

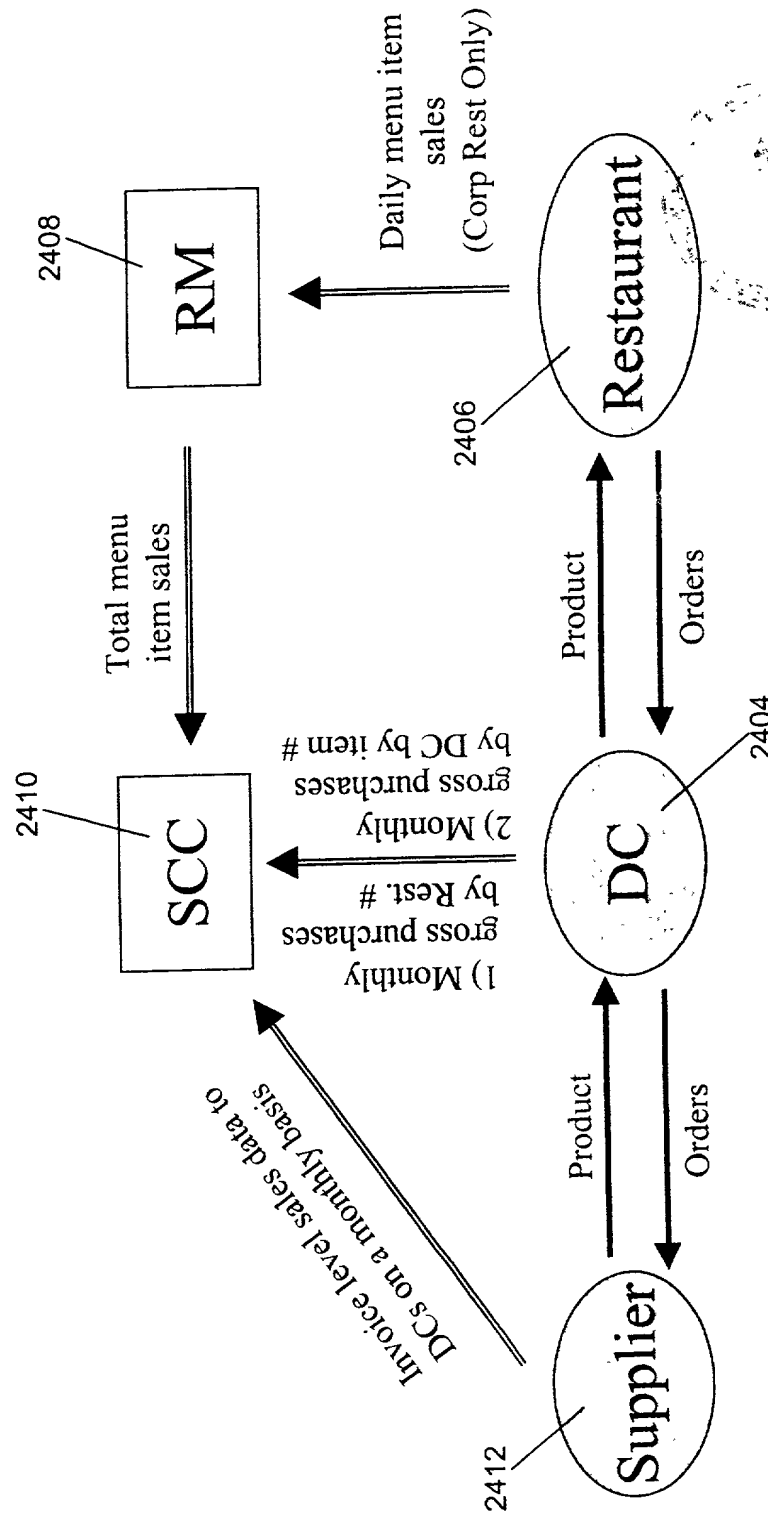


FIG. 25

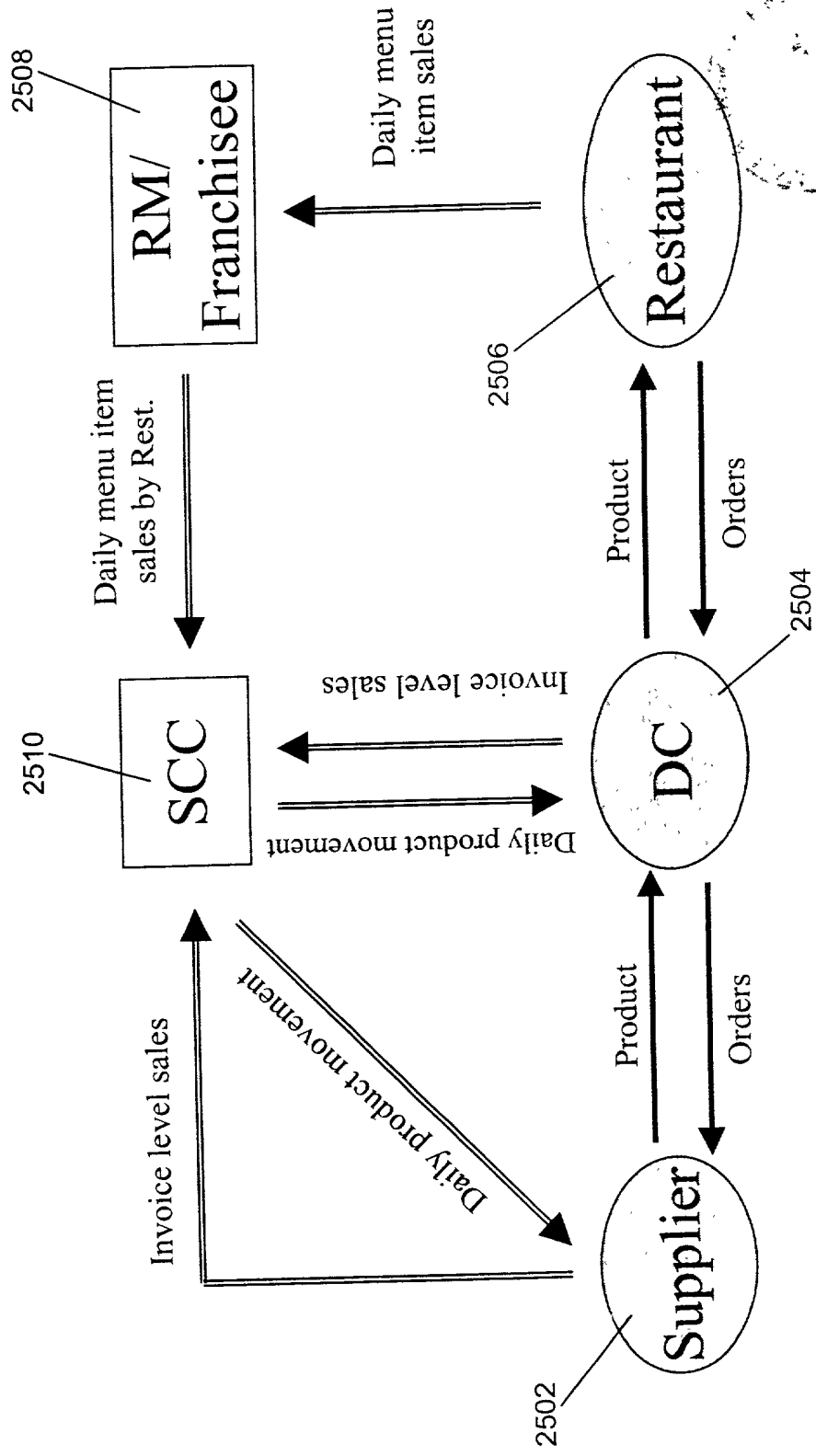




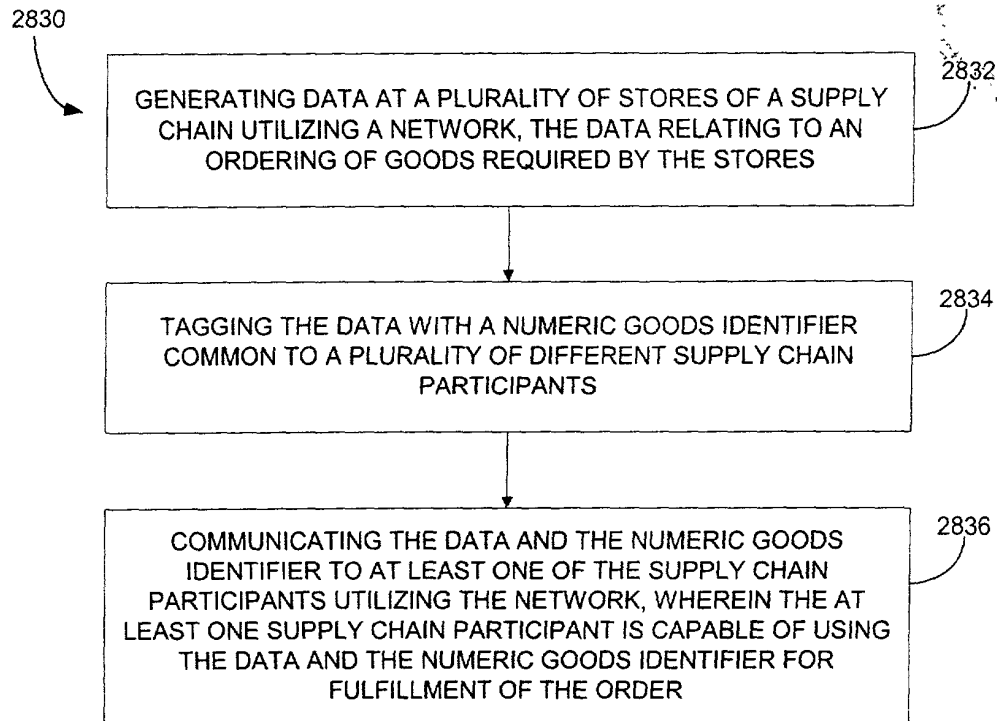
FIG. 27

2700

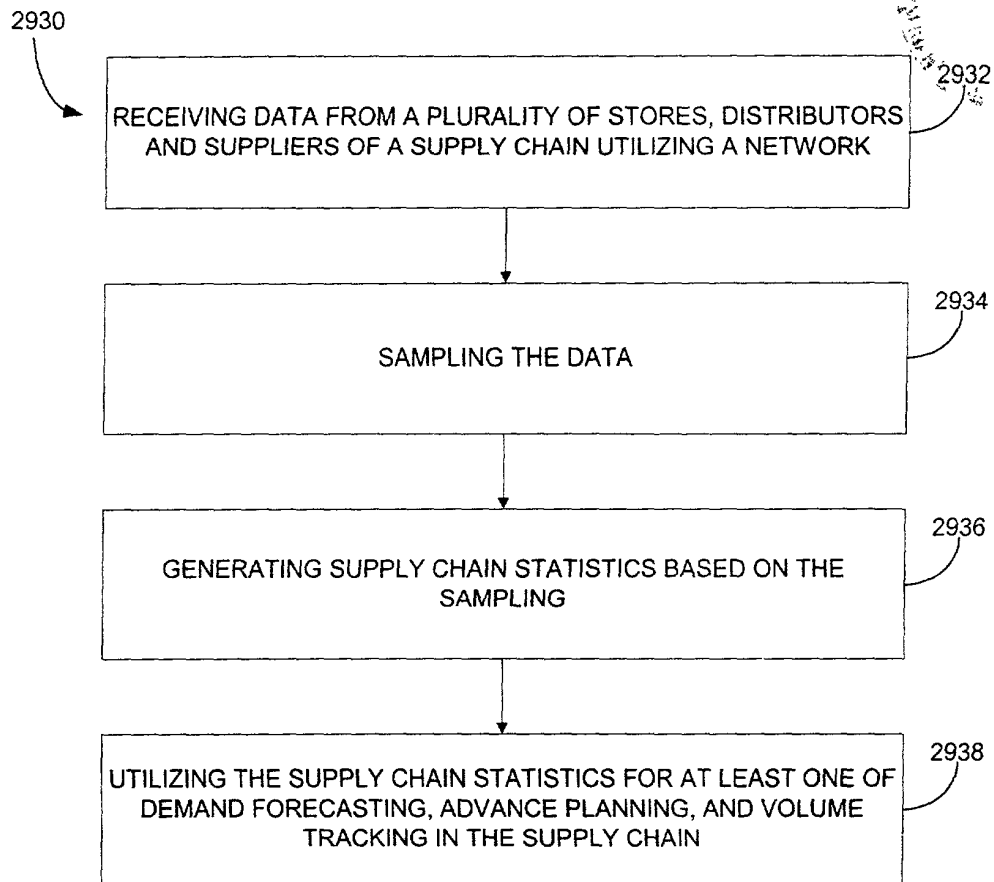
Promotional Monitor - System & Regional

Promotional Monitor - System & Regional													
		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales (\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWVM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWVM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702



**FIG. 28**



**FIG. 29**

TOPOCO "A" 04/13/00

3000

Distribution Center:	Alliant Topeka
----------------------	----------------

Time Period (Month/Yr):	Jun-00
-------------------------	--------

**Delivery Order Fill Rate**

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:									
Cases:	154	Damages	68	MisPicks	62	Short on Truck	284	Overlooked and Not Returned	568
Percent	0.23%		0.10%		0.09%		0.43%	0.00%	0.86%

3004

Purchasing:									
Cases:	990	Substitutions	70	Out of Code		Total Purchasing	1060		
Percent:	1.51%		0.11%		0.00%		1.61%		

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30



3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

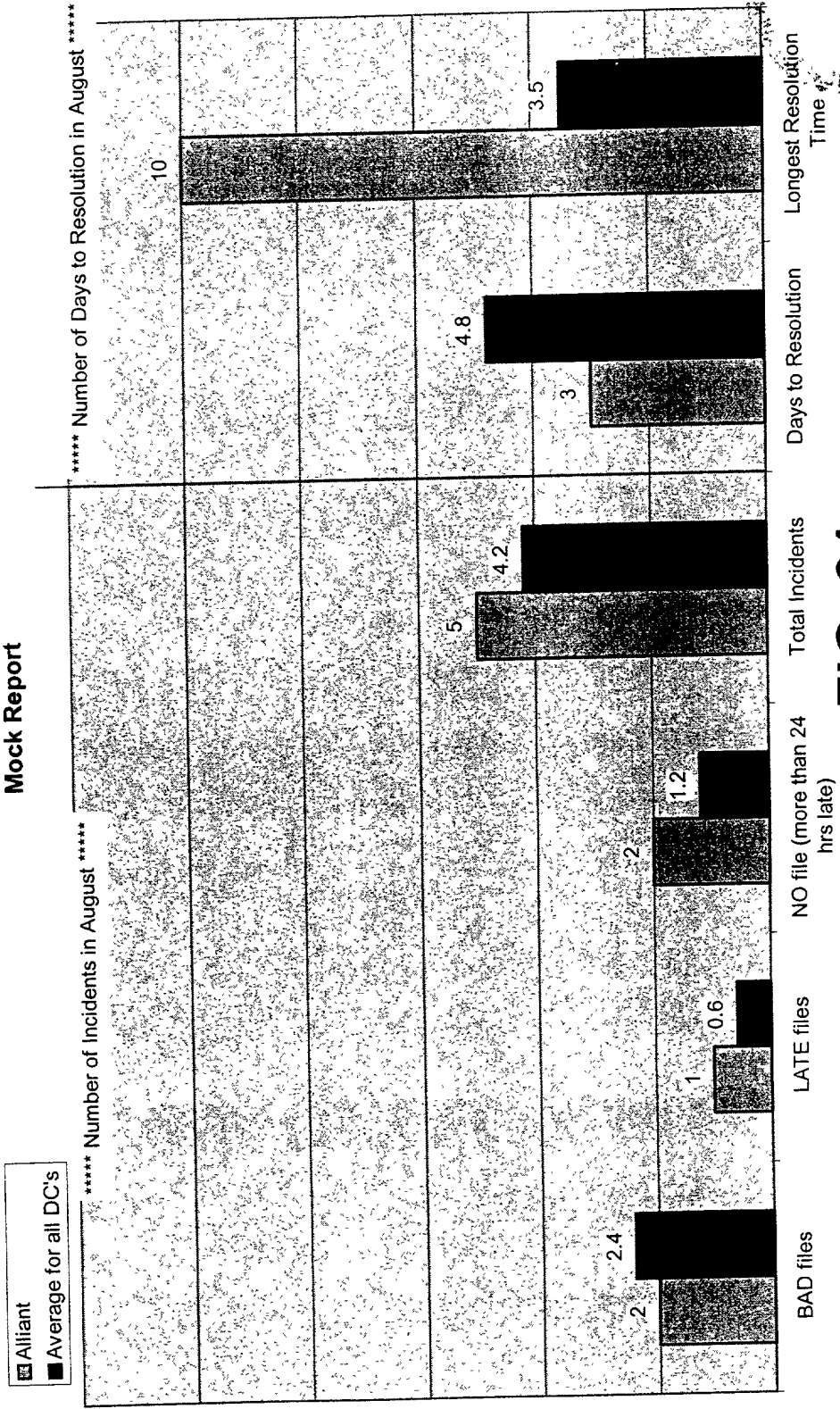


FIG. 31





# Service Level Reporting

August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			
MBM Fullerton	99.13%		79.83%
MBM Louisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount			#DIV/0!
McCabe's	99.13%		#DIV/0!
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City		99.88%	85.13%
Shamrock Phoenix	98.81%	99.88%	97.18%
Sygma Harrisburg			
Sygma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

**Inventory Management:**

Average Days On Hand

SKU #1  
SKU #2

19
22

Max Days On Hand

SKU #1  
SKU #2

40
32

Monthly Carrying Cost

SKU #1  
SKU #2

\$ 42,513
\$ 12,589
1.25%

Average as % FOB

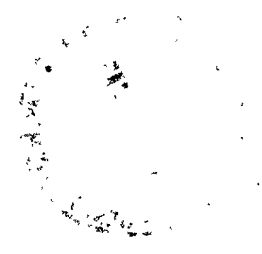


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 ↗

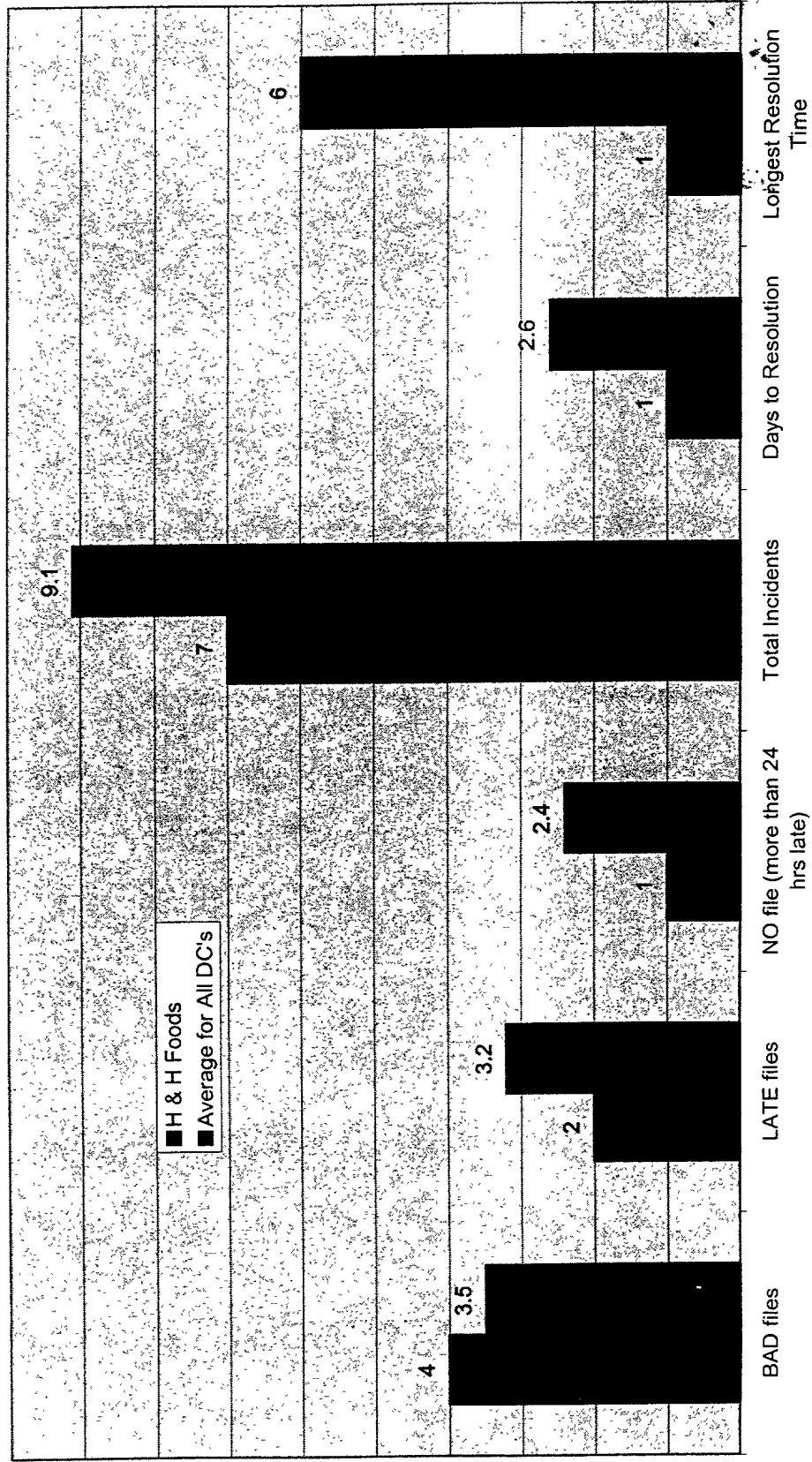


FIG. 35



Service Level Reporting  
November - Mock Report

3500

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
INCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	Didn't meet RSI Min.
----	----------------------

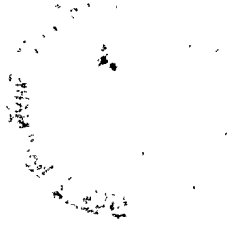
3600

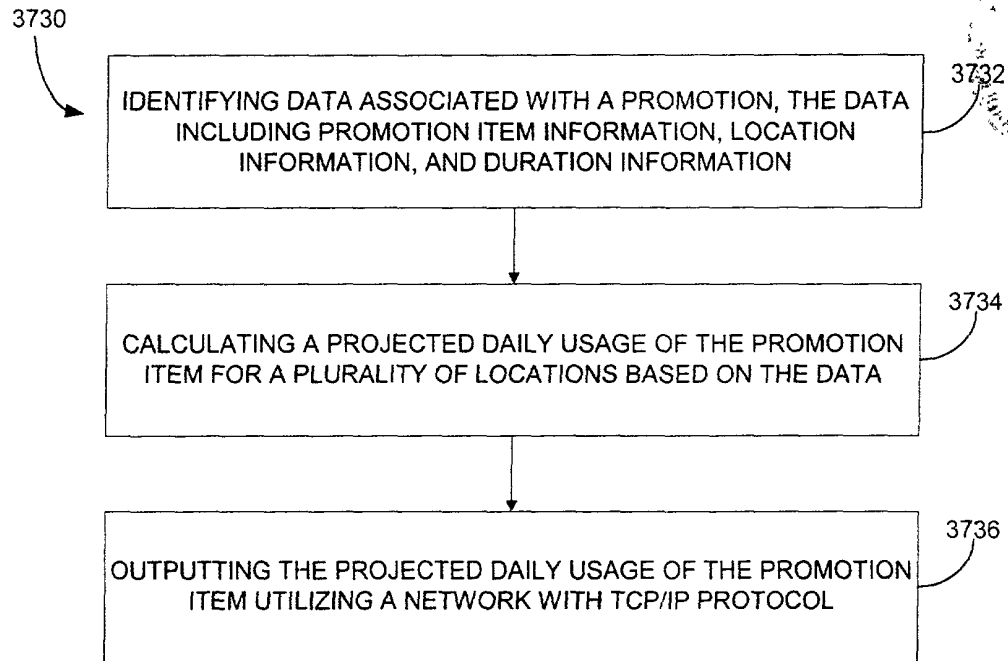
Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

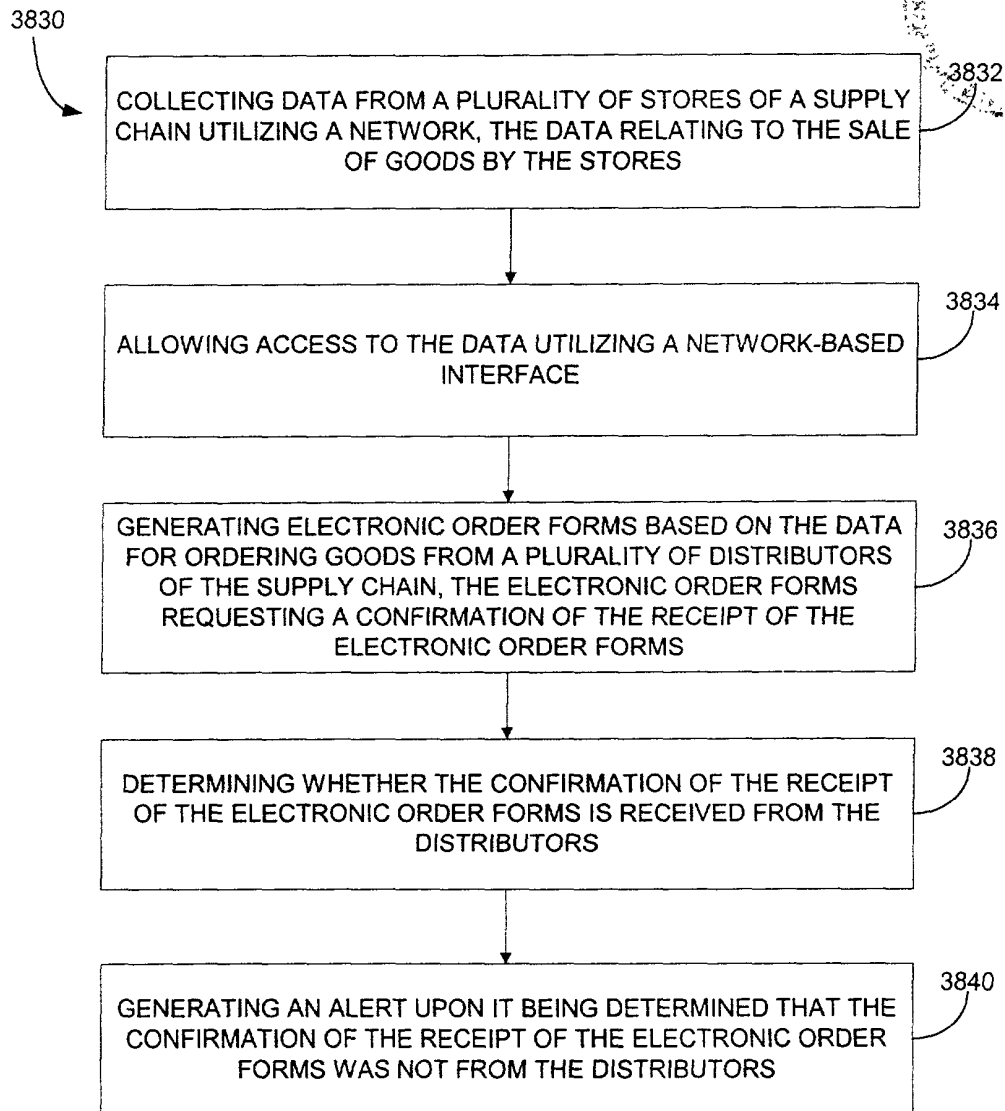
/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

FIG. 36

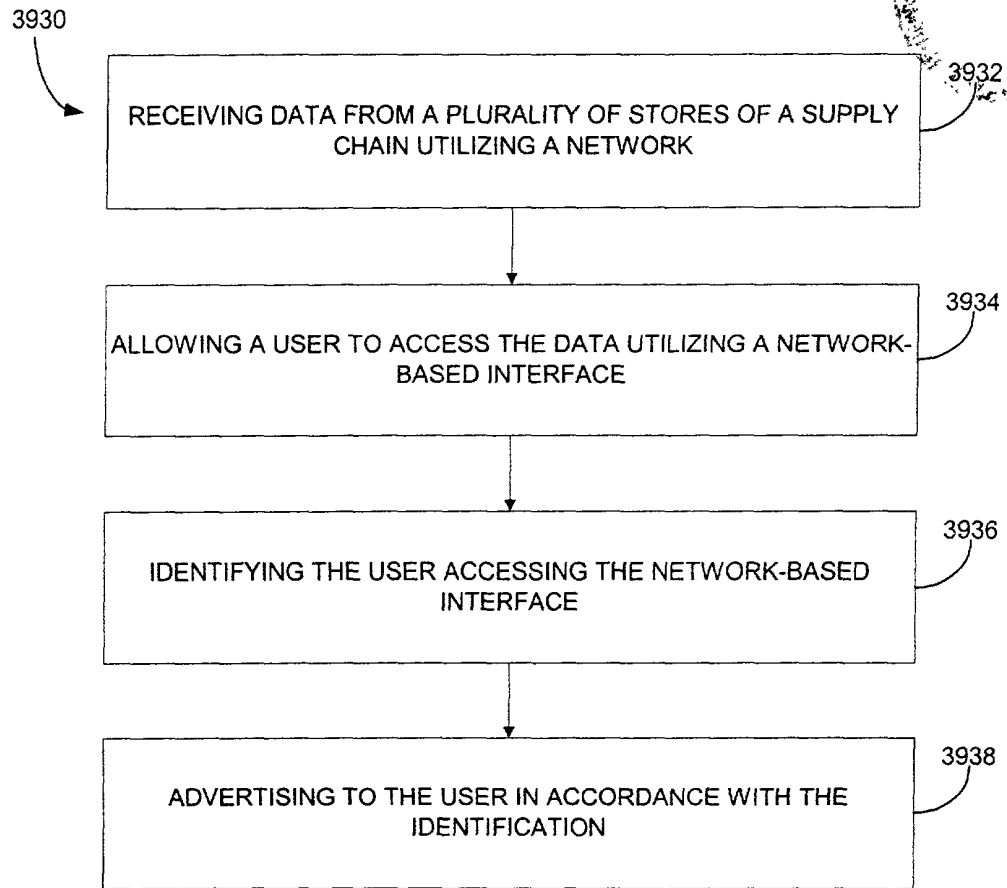




**FIG. 37**

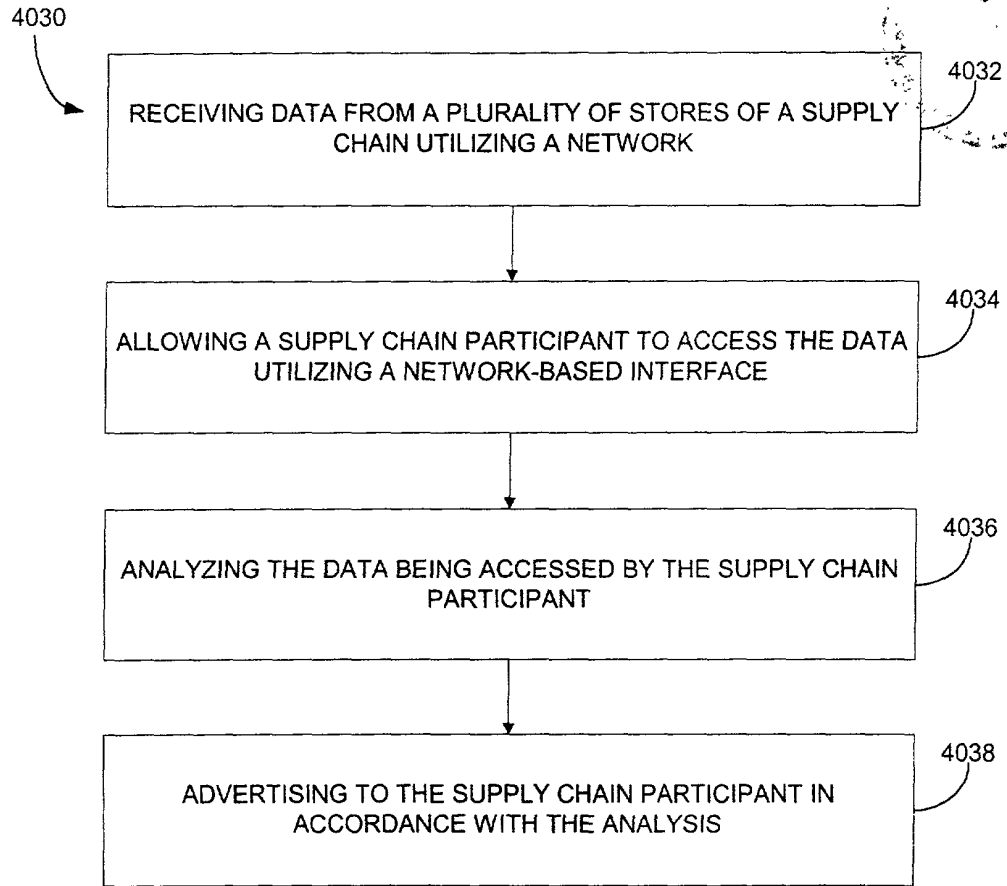


**FIG. 38**

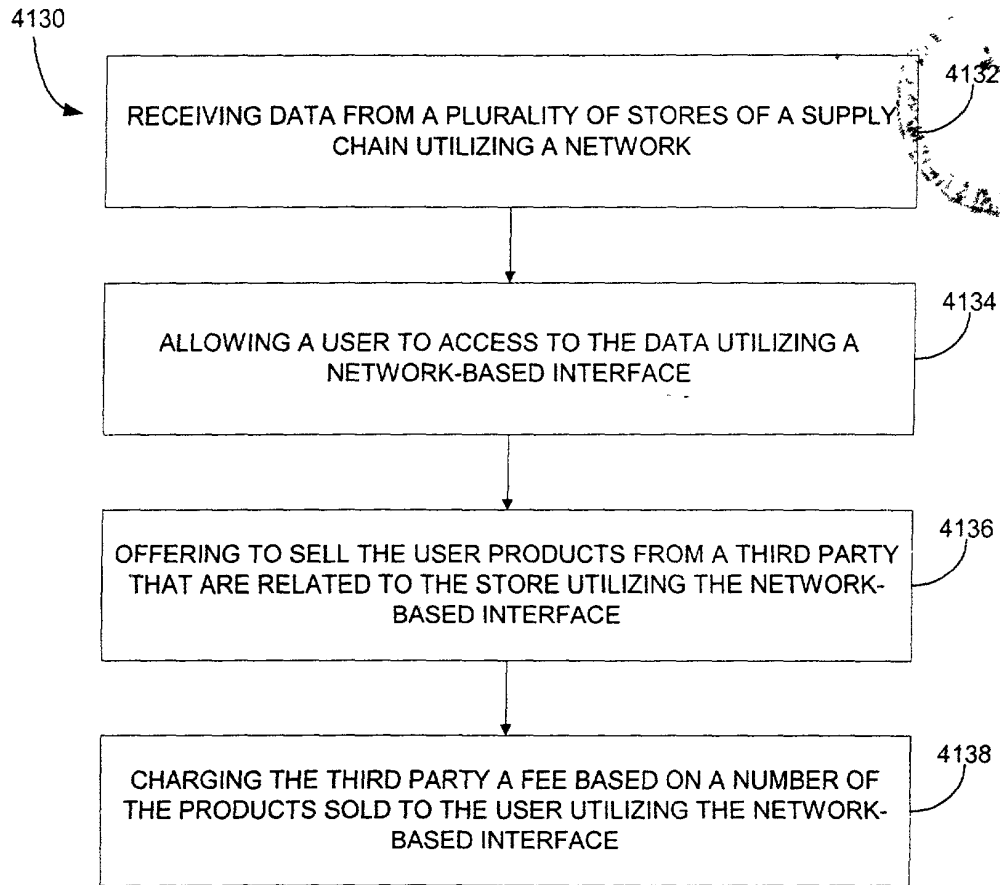


**FIG. 39**

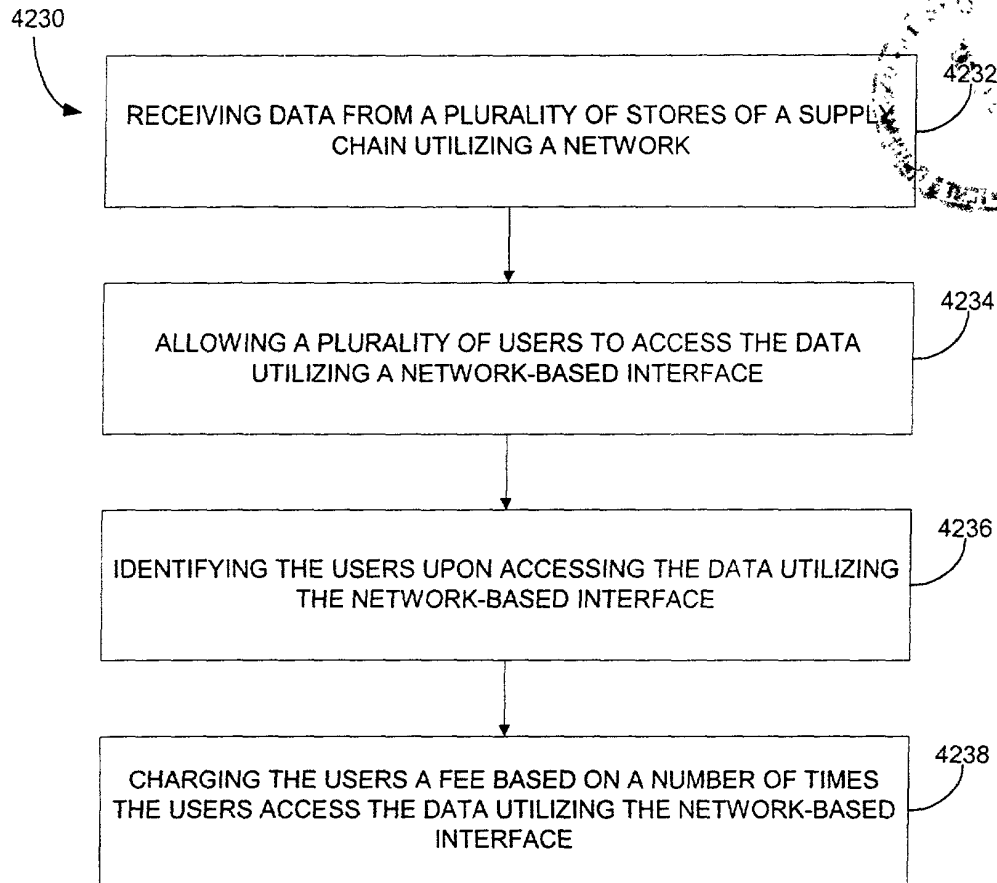




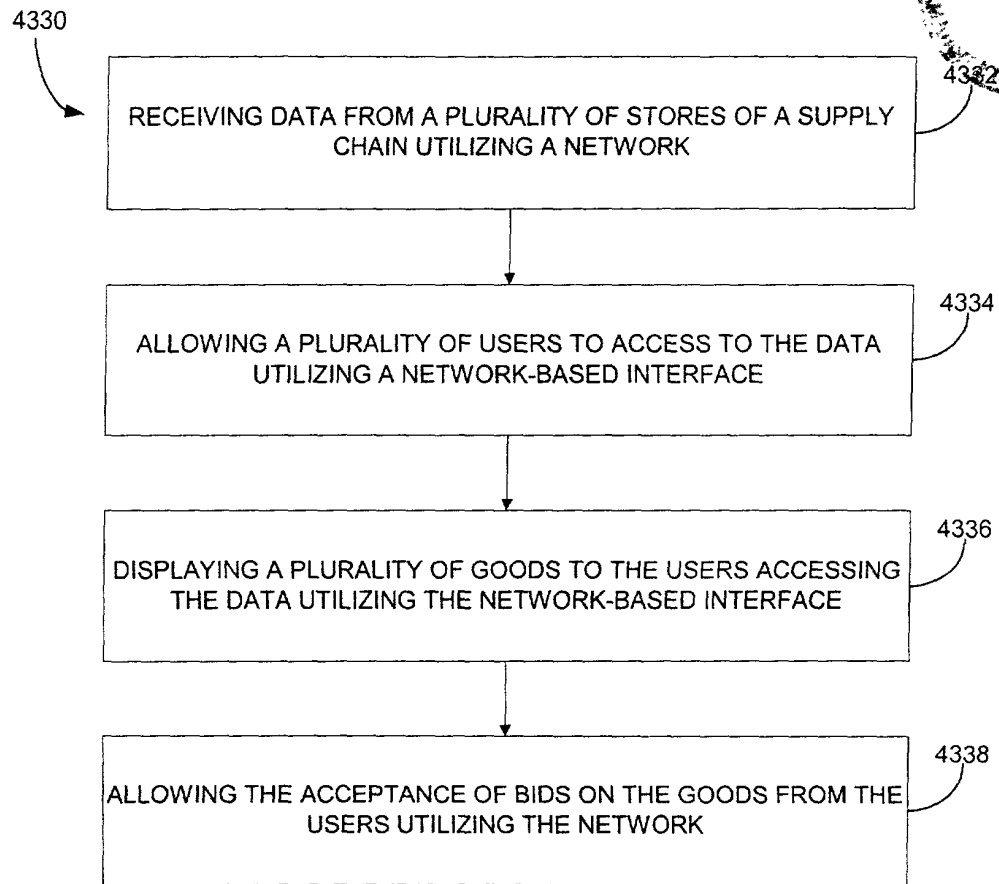
**FIG. 40**



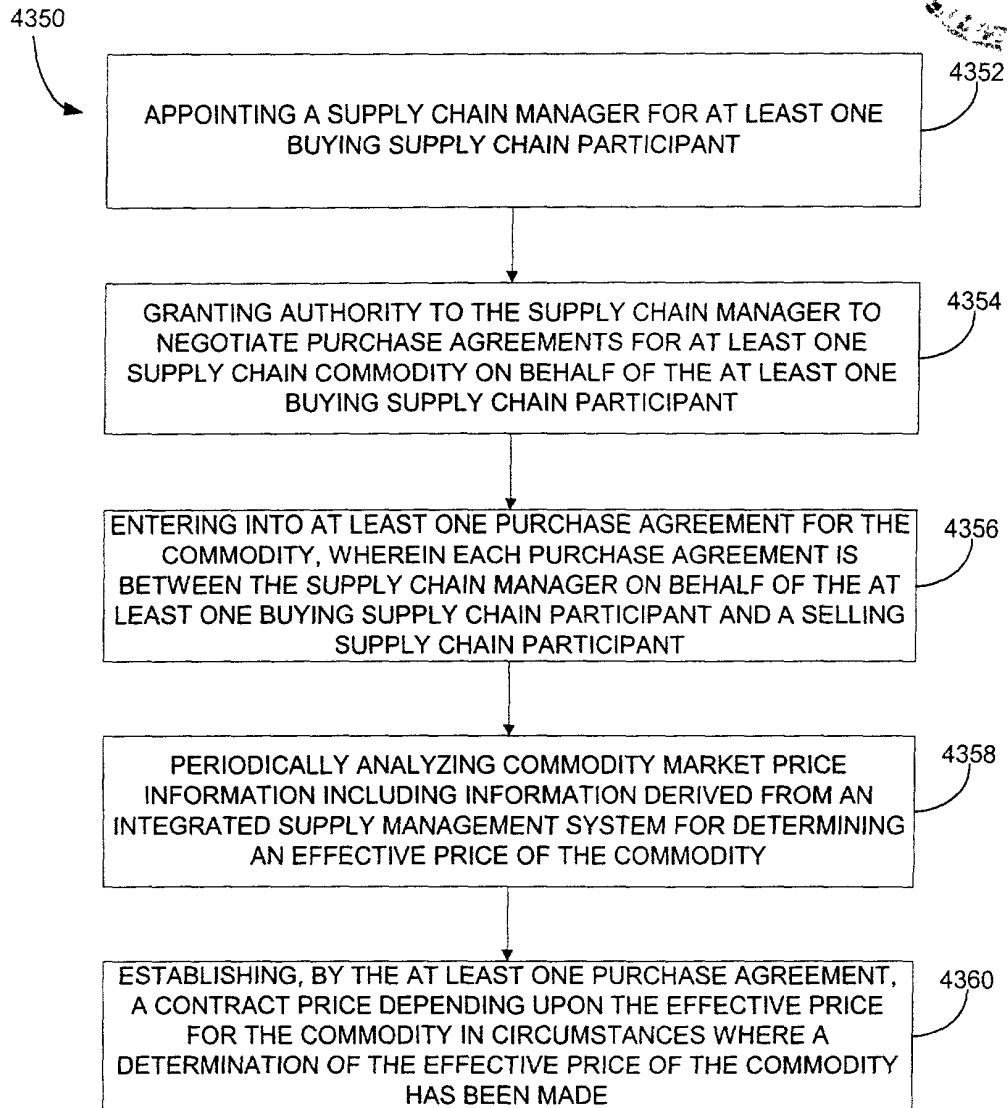
**FIG. 41**



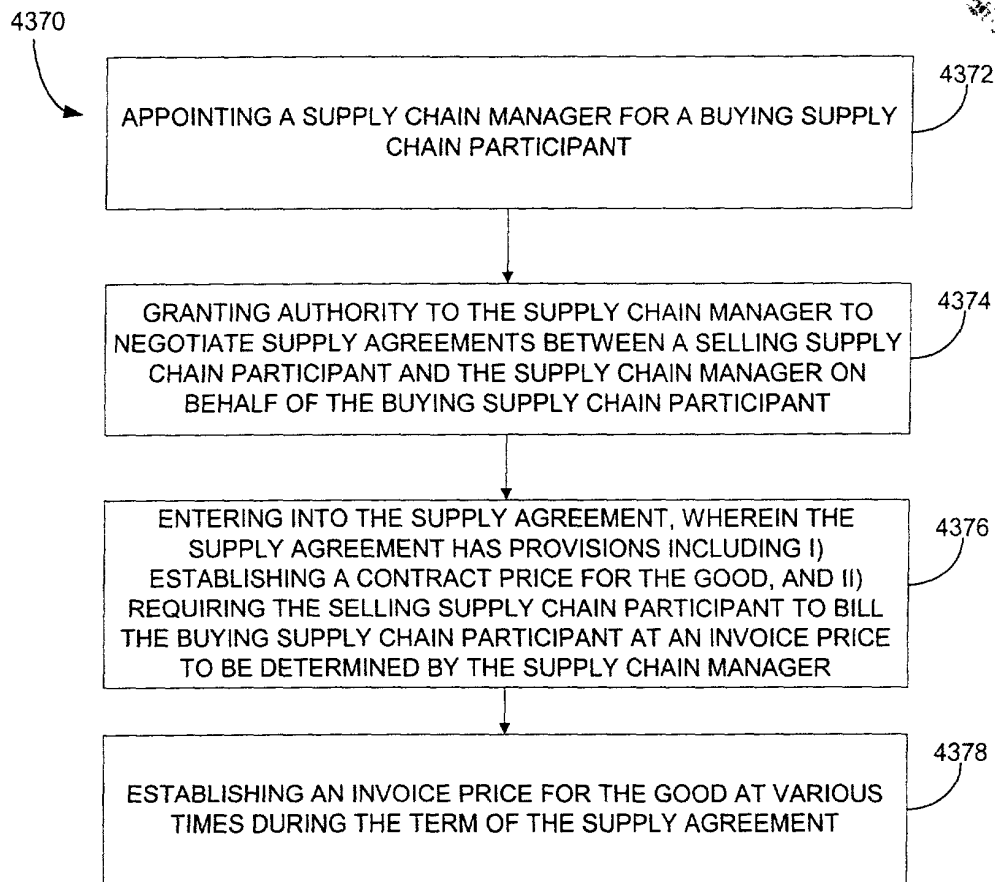
**FIG. 42**



**FIG. 43A**



**FIG. 43B**



**FIG. 43C**

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

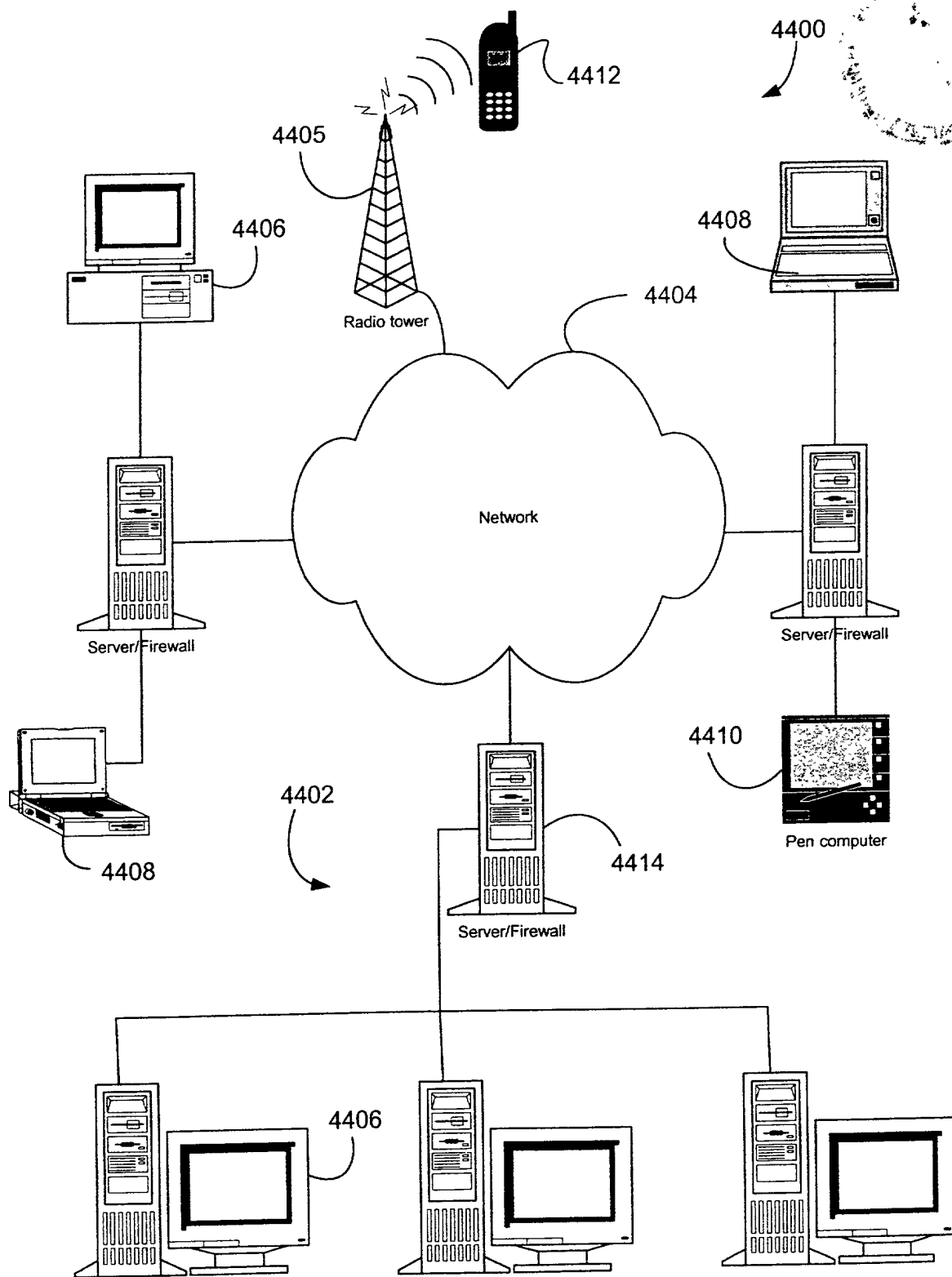
ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

4394

**FIG. 43D**



**FIG. 44**



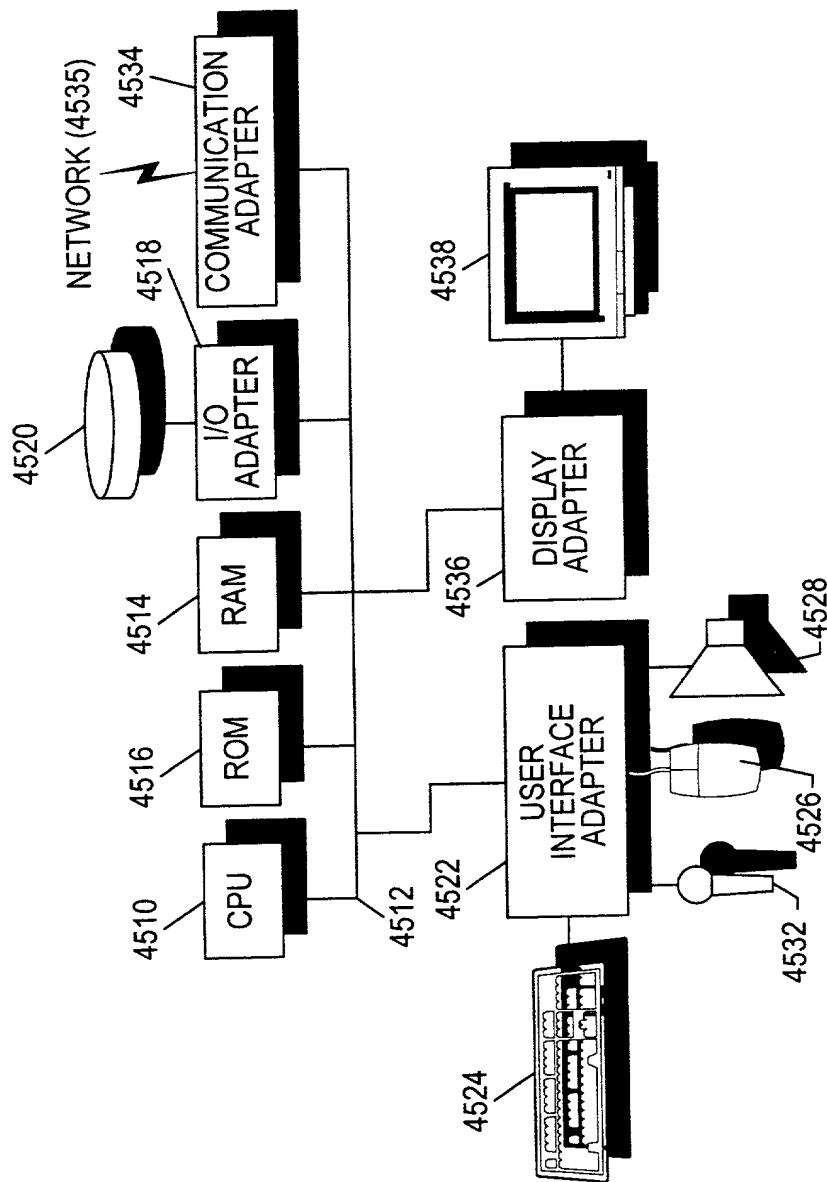
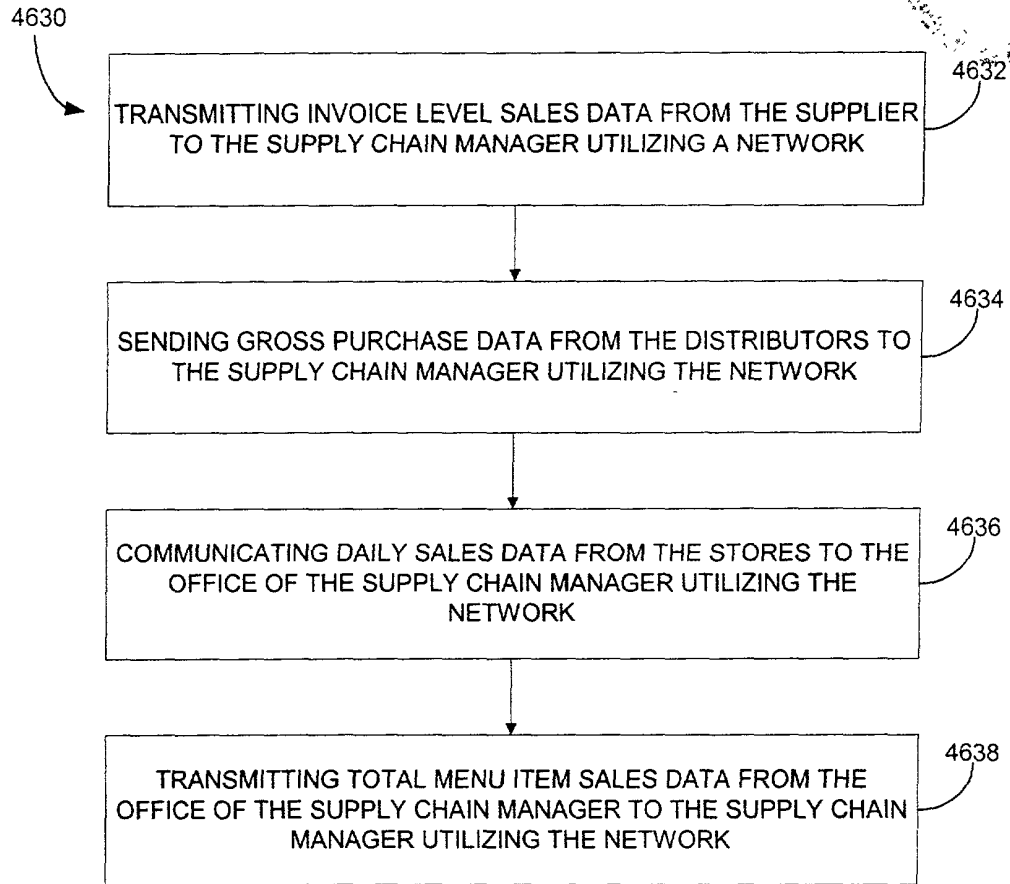
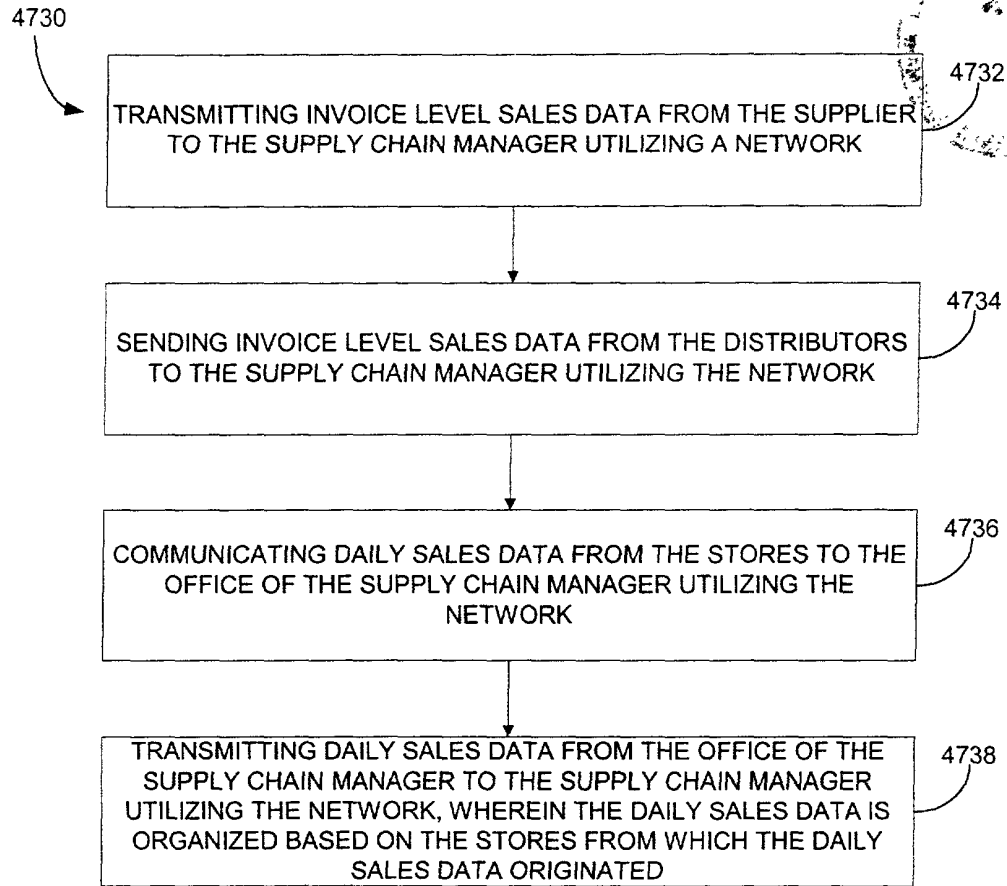


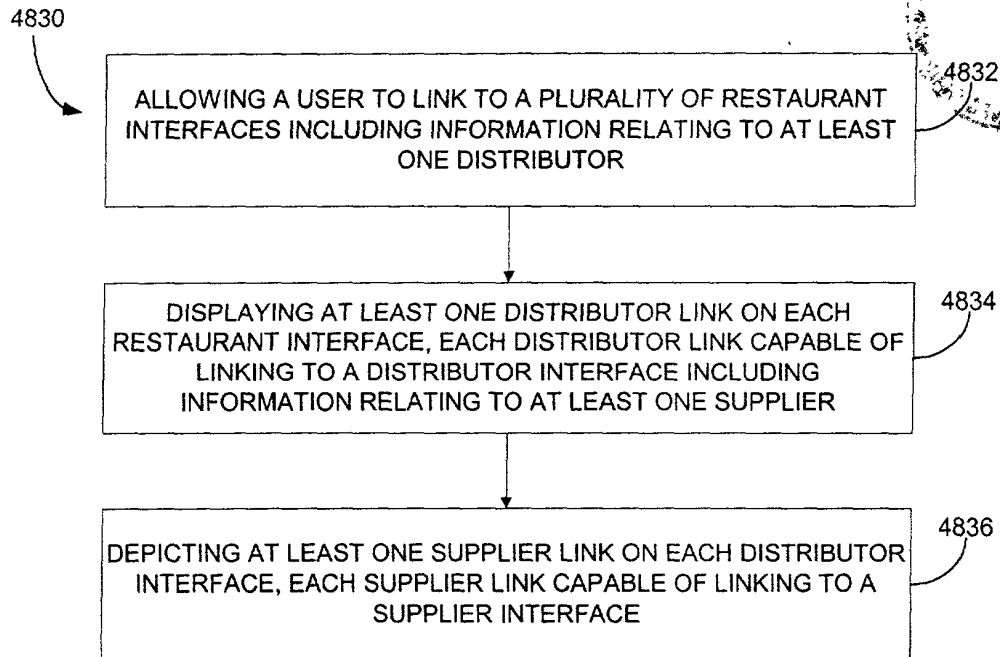
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**

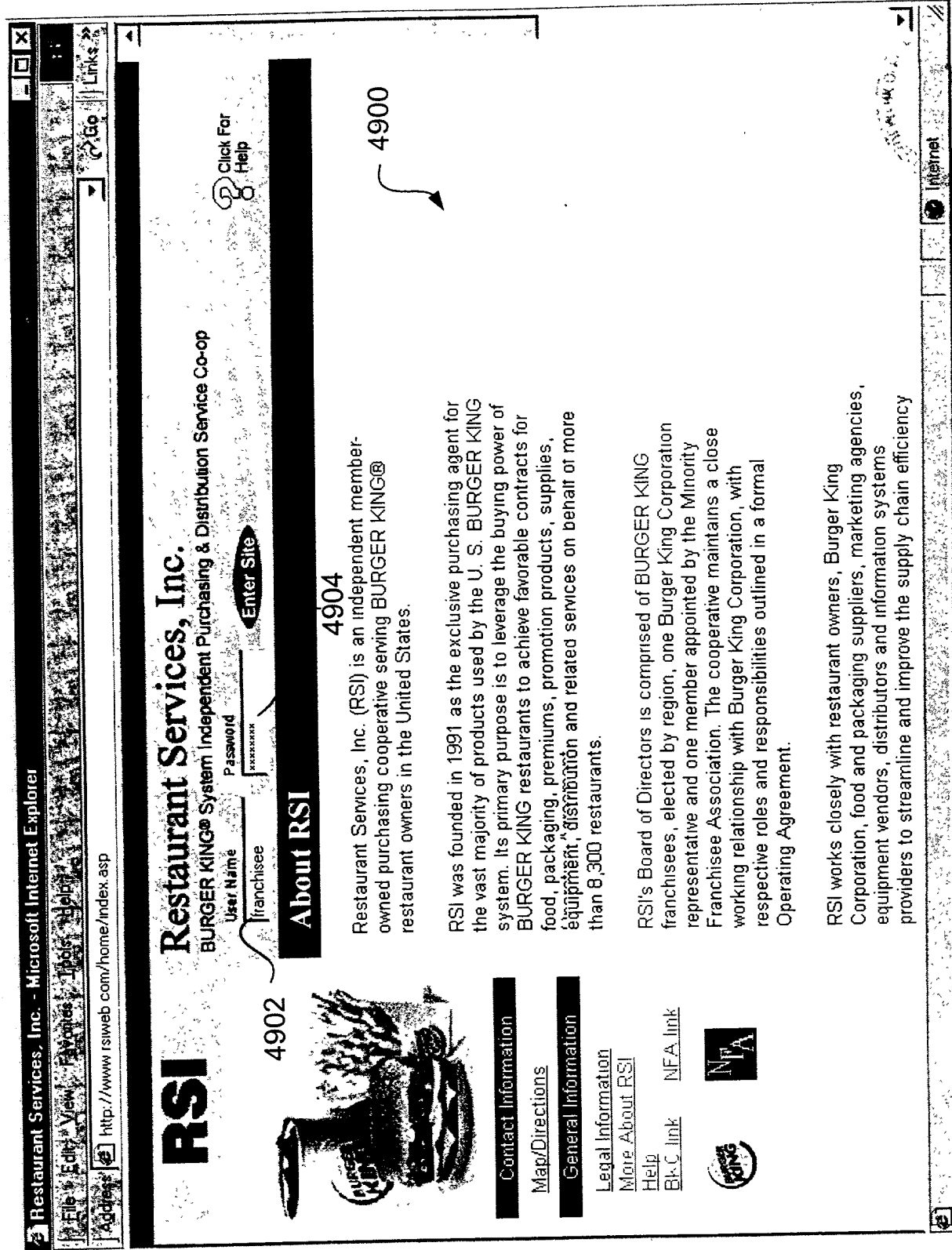


FIG. 49

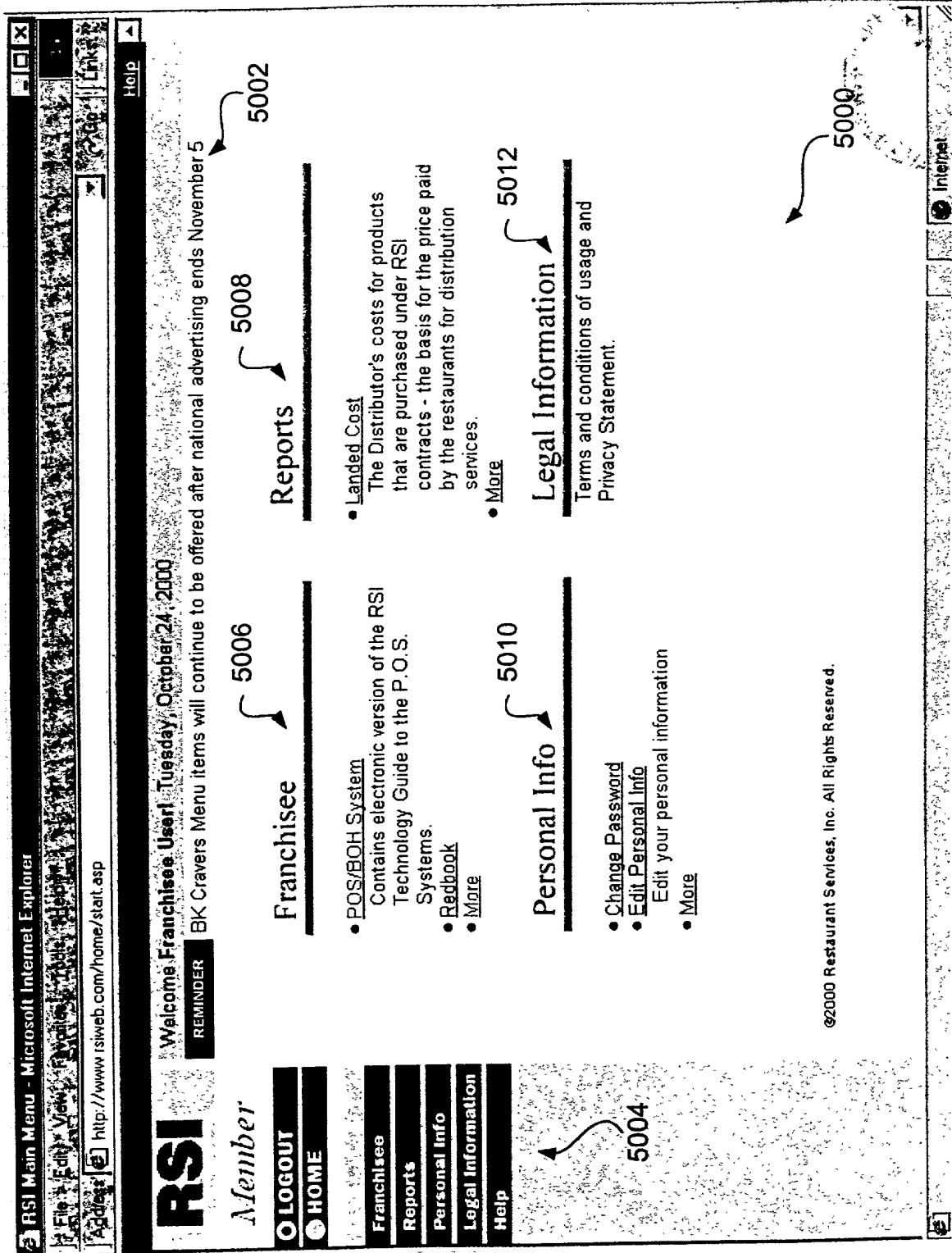
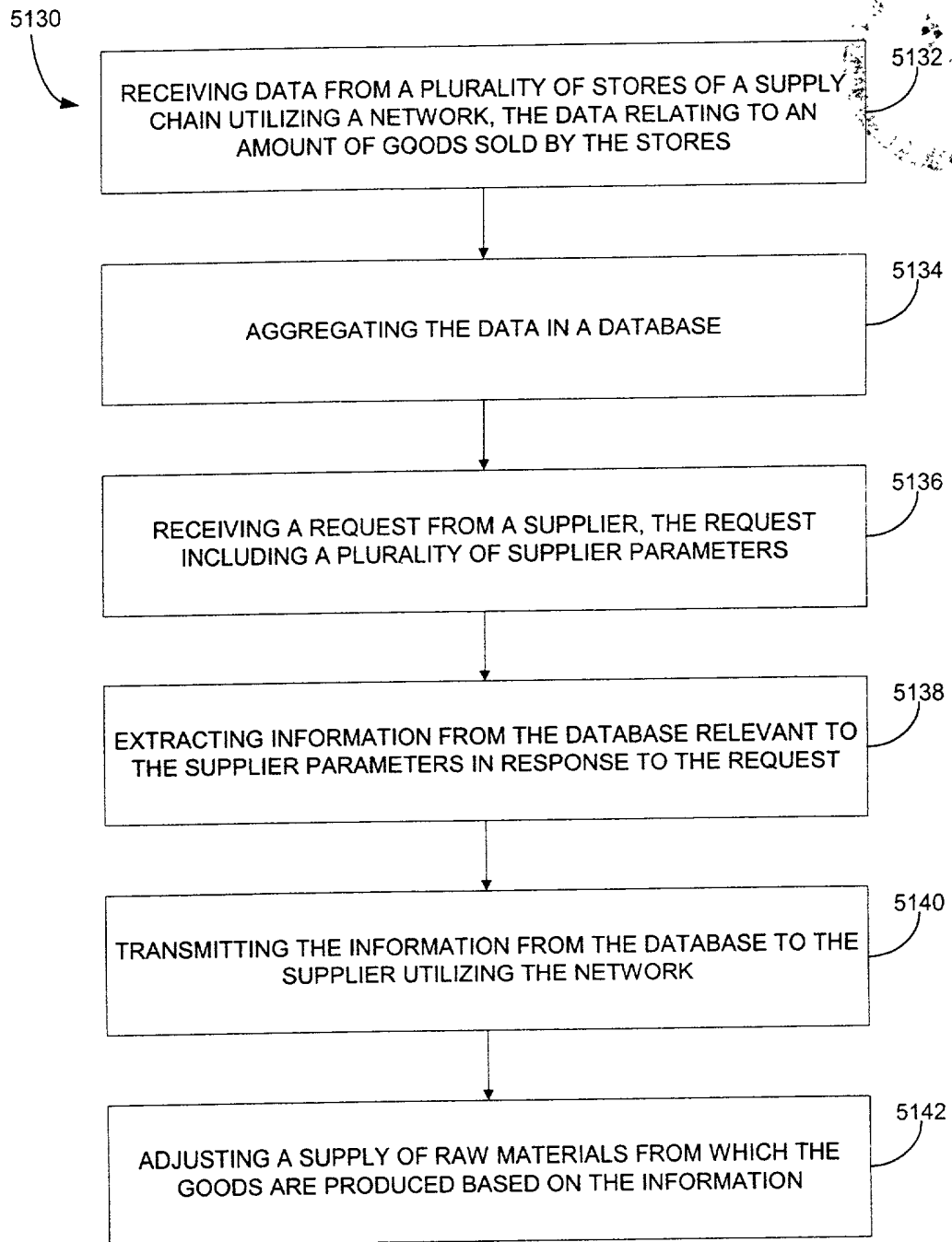
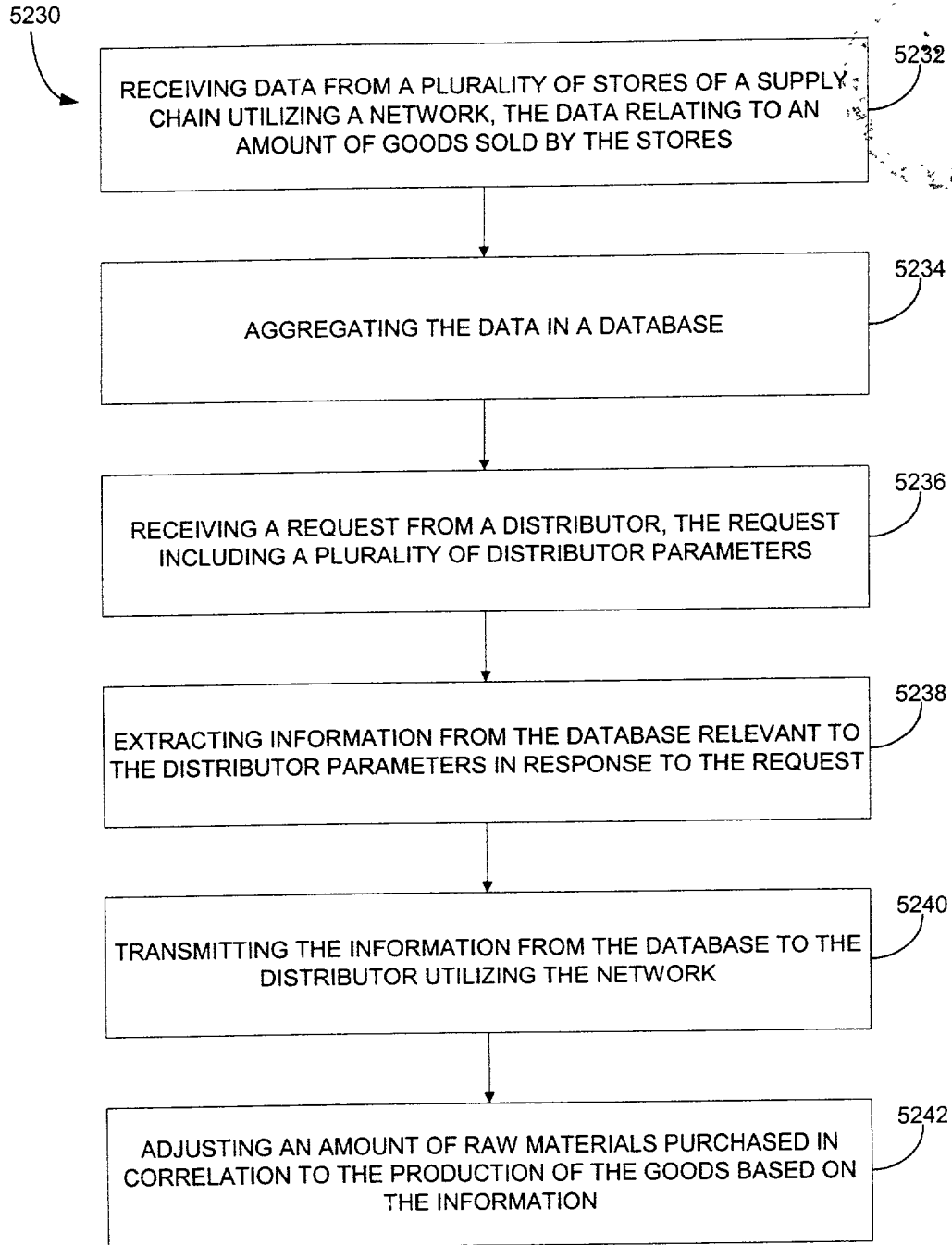


FIG. 50



**FIG. 51**



**FIG. 52**



Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item			% Chg 14 Day Avg	14 Day Rolling (Total Cases)														Week Ending Total			
Item Description				10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
Number of Restaurants Served by DC				200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197
18986	SAUCE: BBQ BULK BULLSEYE		0.00%	13	21	23	18	16	16	14	13	14	19	21	15	13	13	109	90	80	72
20788	MUSTARD: BULK BK		0.00%		12	19	20	16	14	14	13		19	19	16	15	14	110	104	104	100
24340	MAYONNAISE: BULK BK		0.00%		134	107	211	179	160	154	153	160	200	206	175	155	151	1184	1148	1142	1106
24966	STRAW, WRAPPED 7.75" BK		0.00%		21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178
25318	FORK: WRAPPED BULK BK		0.00%		10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	66	58
25462	KNIFE: WRAPPED BULK BK		0.00%		3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9
27662	KETCHUP: BULK BAG IN BDX		0.00%			134	142	116	104	102	101	100	136	130	115	100	102	798	771	776	743
27990	KETCHUP PACKETS 10g BK		0.00%		127	194	205	180	143	142	130	144	197	197	100	142	140	1112	1070	1078	1044

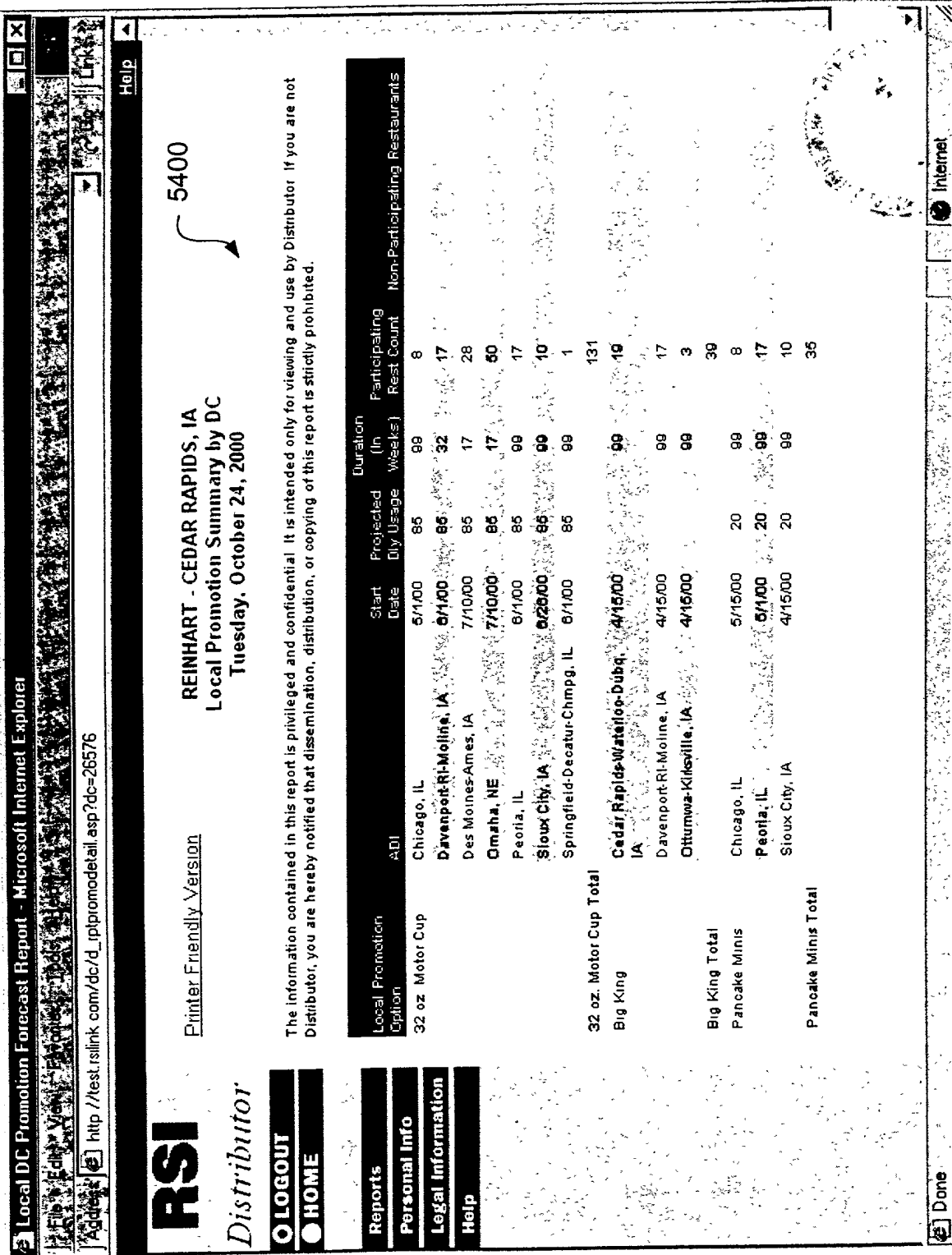


FIG. 54



## Supplier

# LOGOUT

**HOME**

## Reports

## Personal Info

## Legal information

**Help**

POS Implied Daily Usage - Supplier

Supplier	TYSON FOODS	Retrieve
----------	-------------	----------

**Retrieve**

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

Supplier: TYSON FOODS

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[illegible]

**FIG. 55**

**USE**

*Member*

## LOGOUT

**HOME**

## Franchisee

## Reports

## Personal Info

## Legal Information

**Help**

## Landed Cost Report

5600

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Date: 10/22/00

Retrieve

Printer Friendly Version  
Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000


Restaurant Number 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

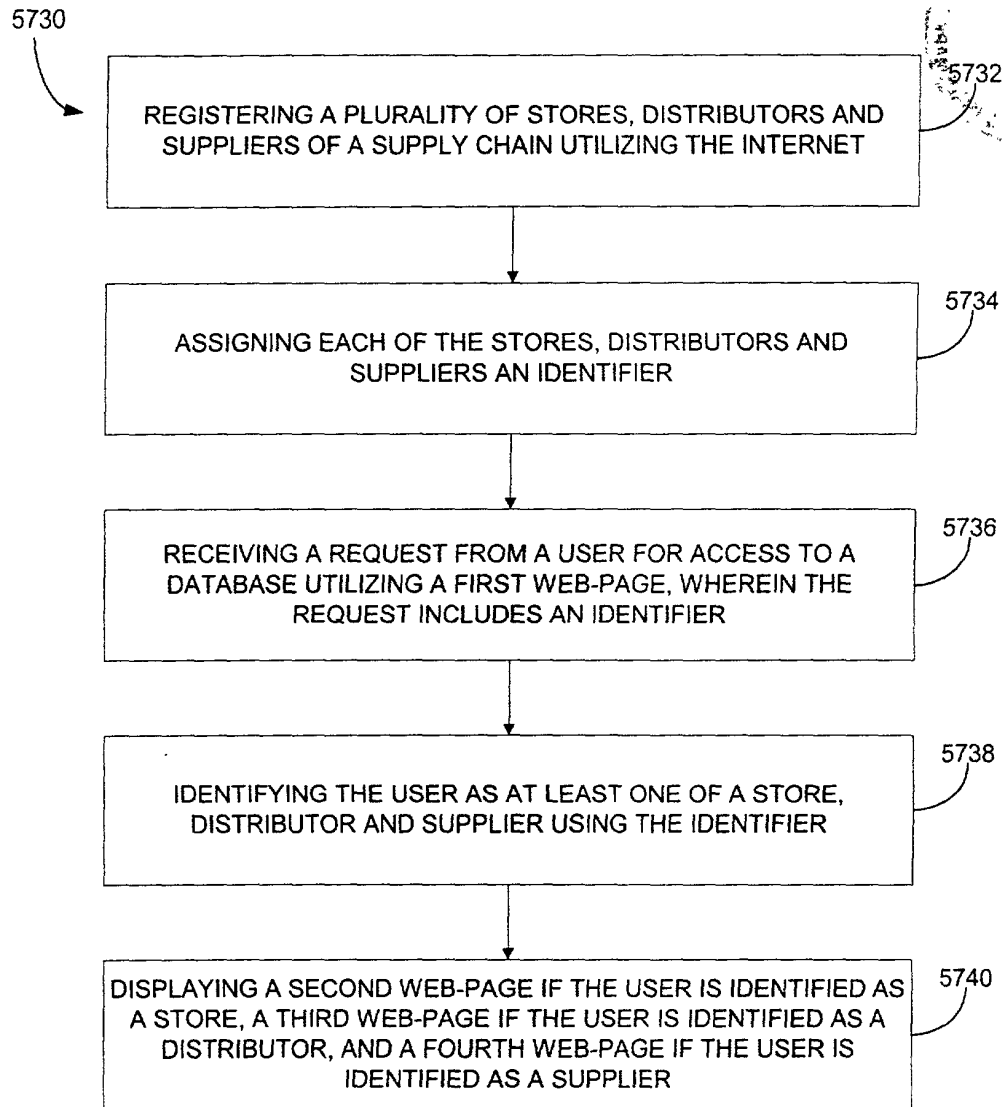
Report Contact: Robert Harris  
Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12860	3686	SUGAR SUBSTITUTE PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
19866	399	SAUCE-BULK-KRAFTBULL'EYE	\$24.46	\$1.57	\$26.06
19432	4473	COFFEE FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK 36AL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

 Internet

**FIG. 56**



**FIG. 57**

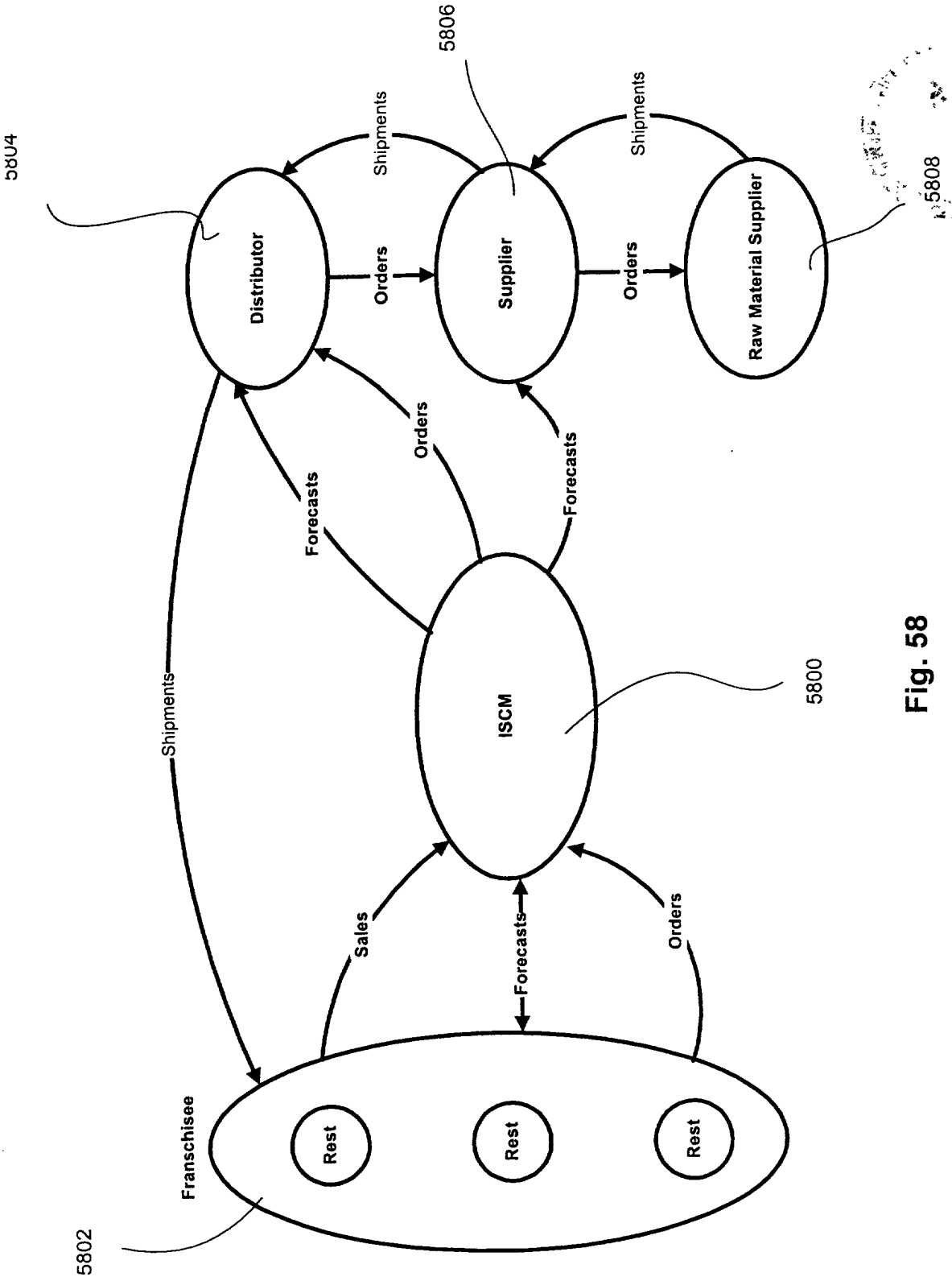


Fig. 58

5930

SENDING A DISTRIBUTOR AN ORDER FOR GOODS FROM A  
SUPPLY CHAIN PARTICIPANT UTILIZING A NETWORK

5932

5934

TRACKING THE GOODS UTILIZING A BAR CODE

5936

STORING RESULTS OF THE TRACKING IN A DATABASE

5938

ALLOWING THE SUPPLY CHAIN PARTICIPANT TO ACCESS THE  
RESULTS OF THE TRACKING UTILIZING A NETWORK WITH TCP/IP  
PROTOCOL

**FIG. 59**

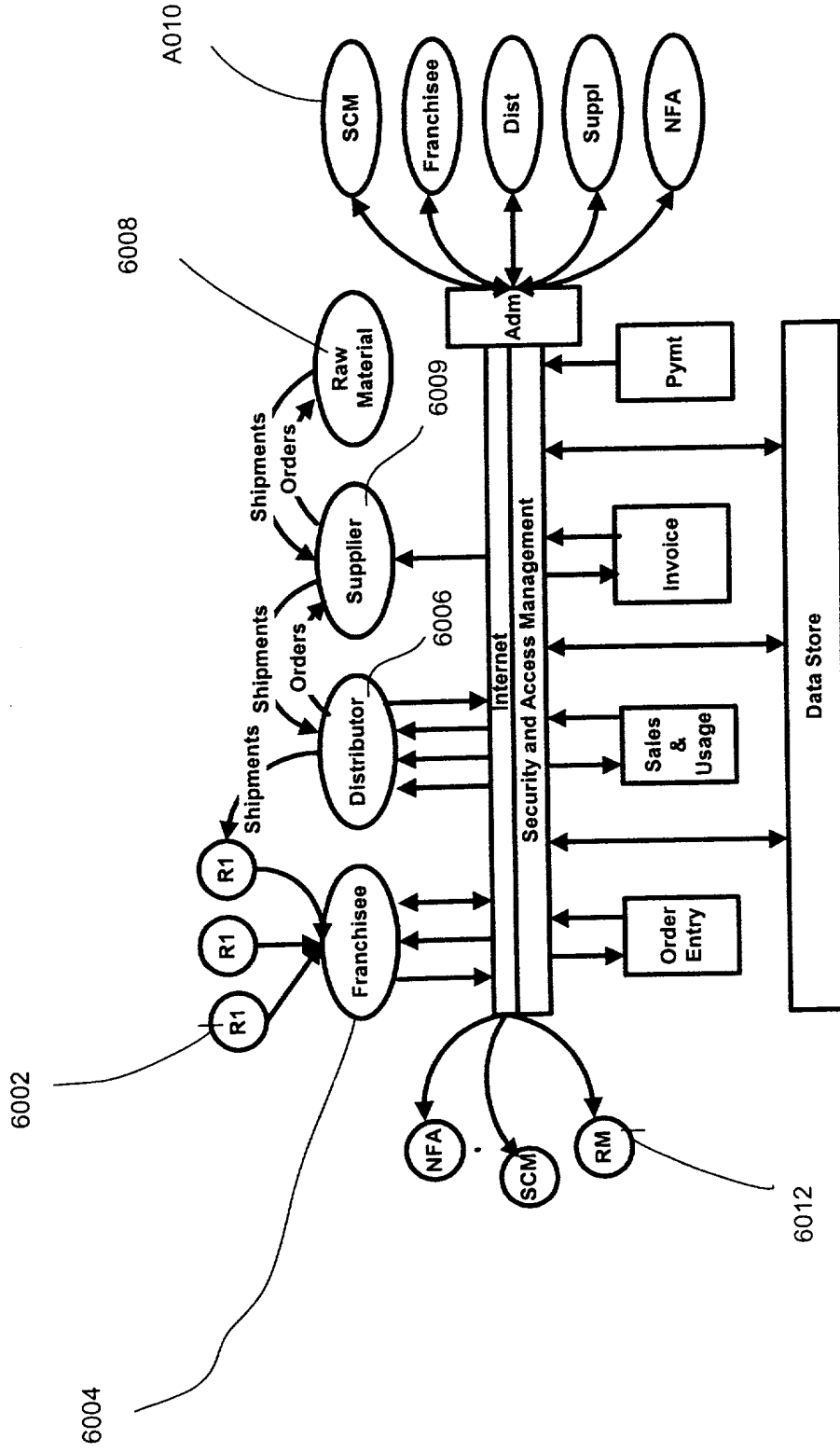


Fig. 60



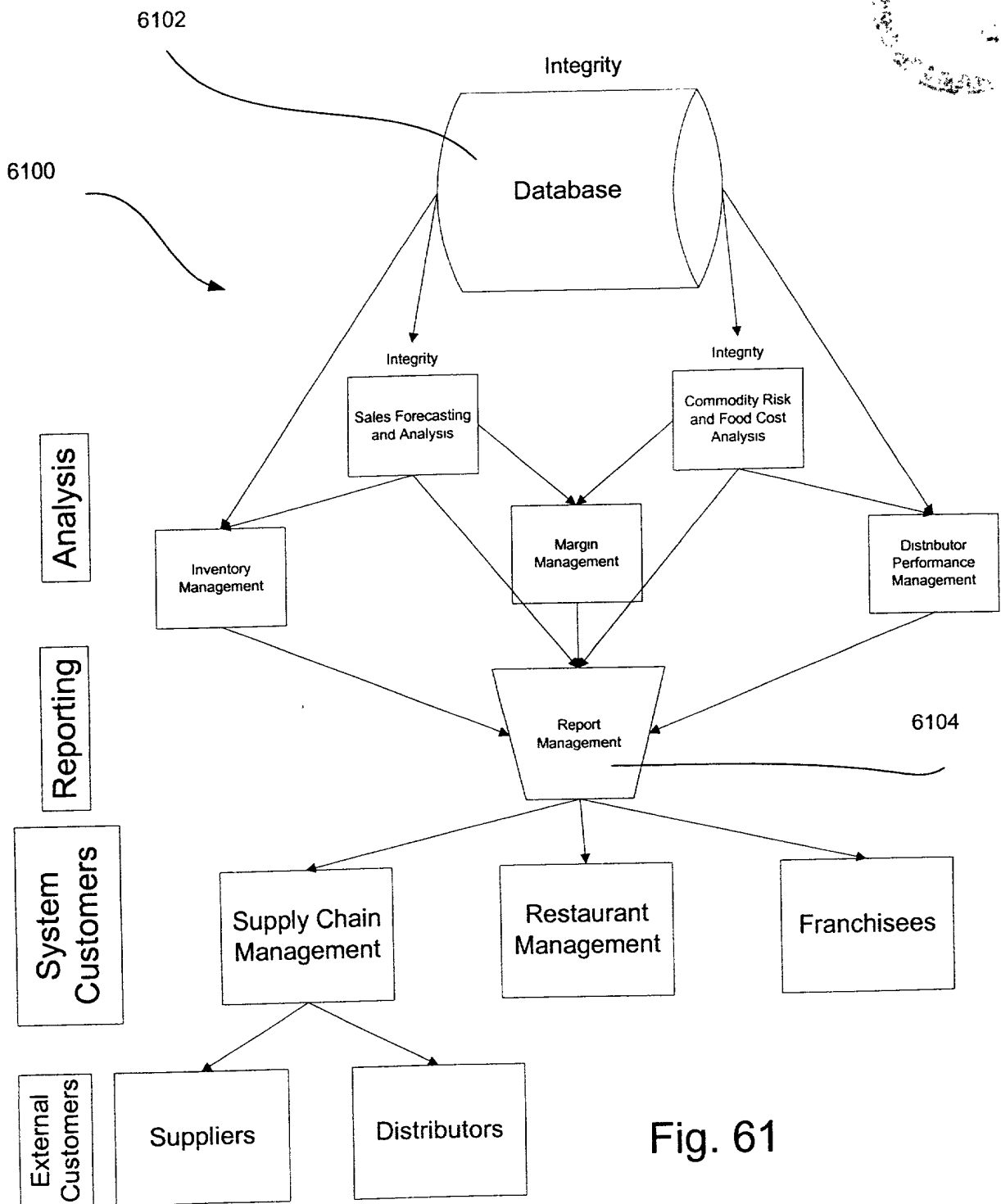
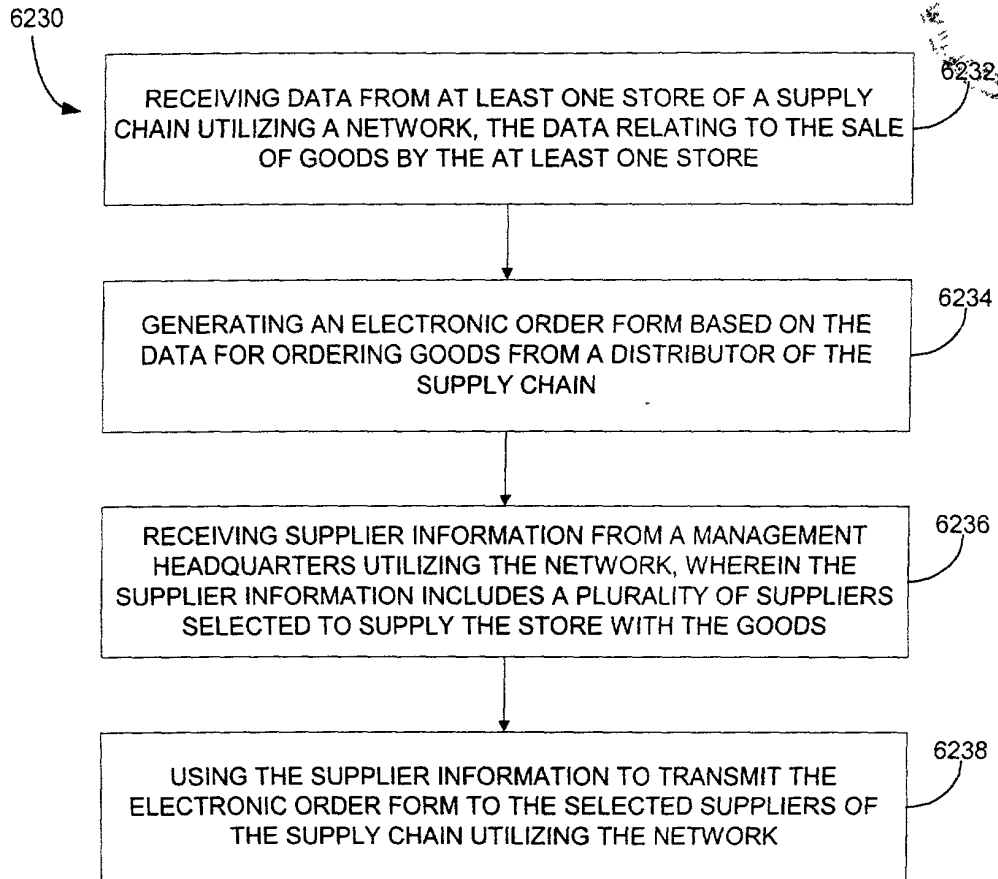


Fig. 61



**FIG. 62**

6300

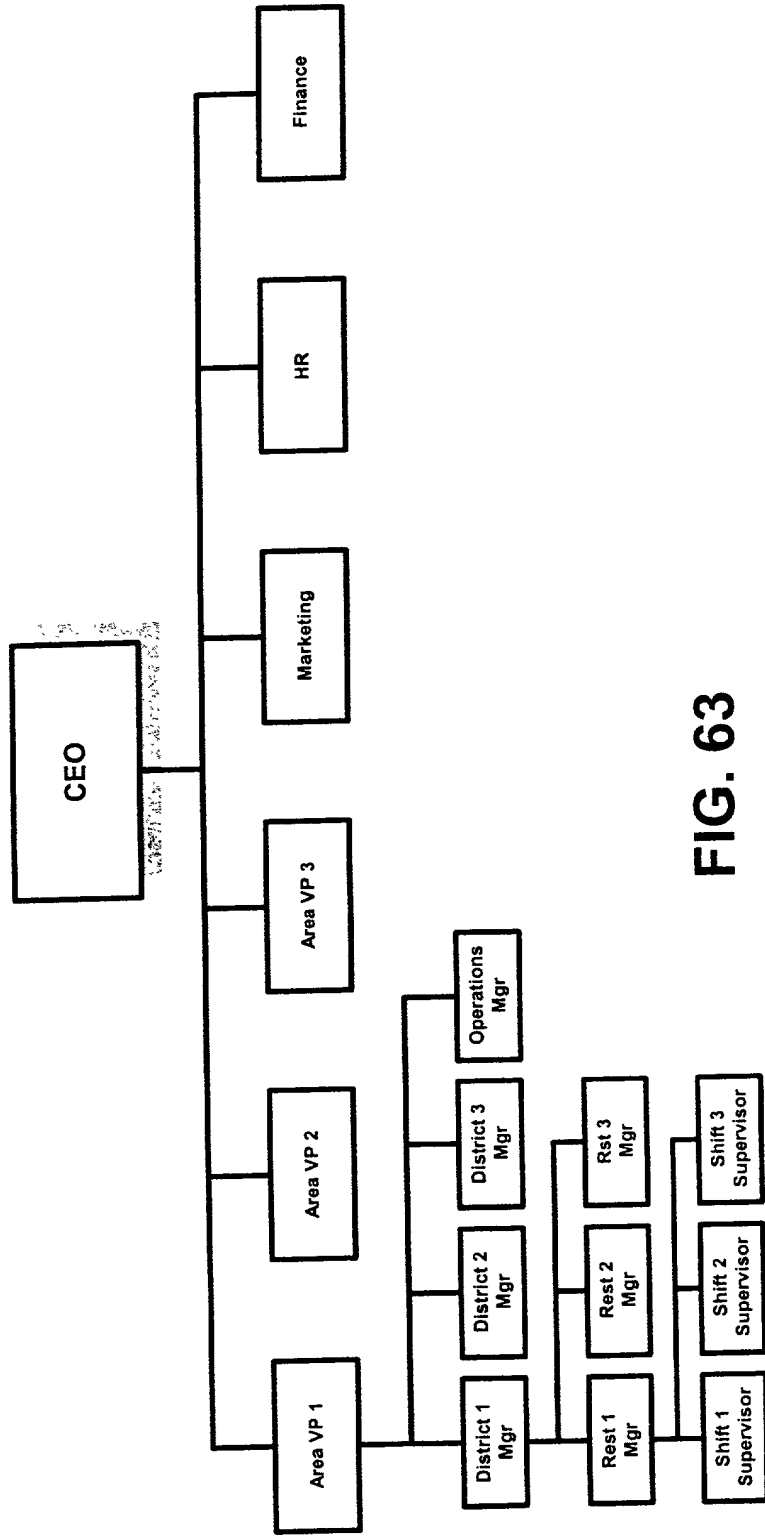
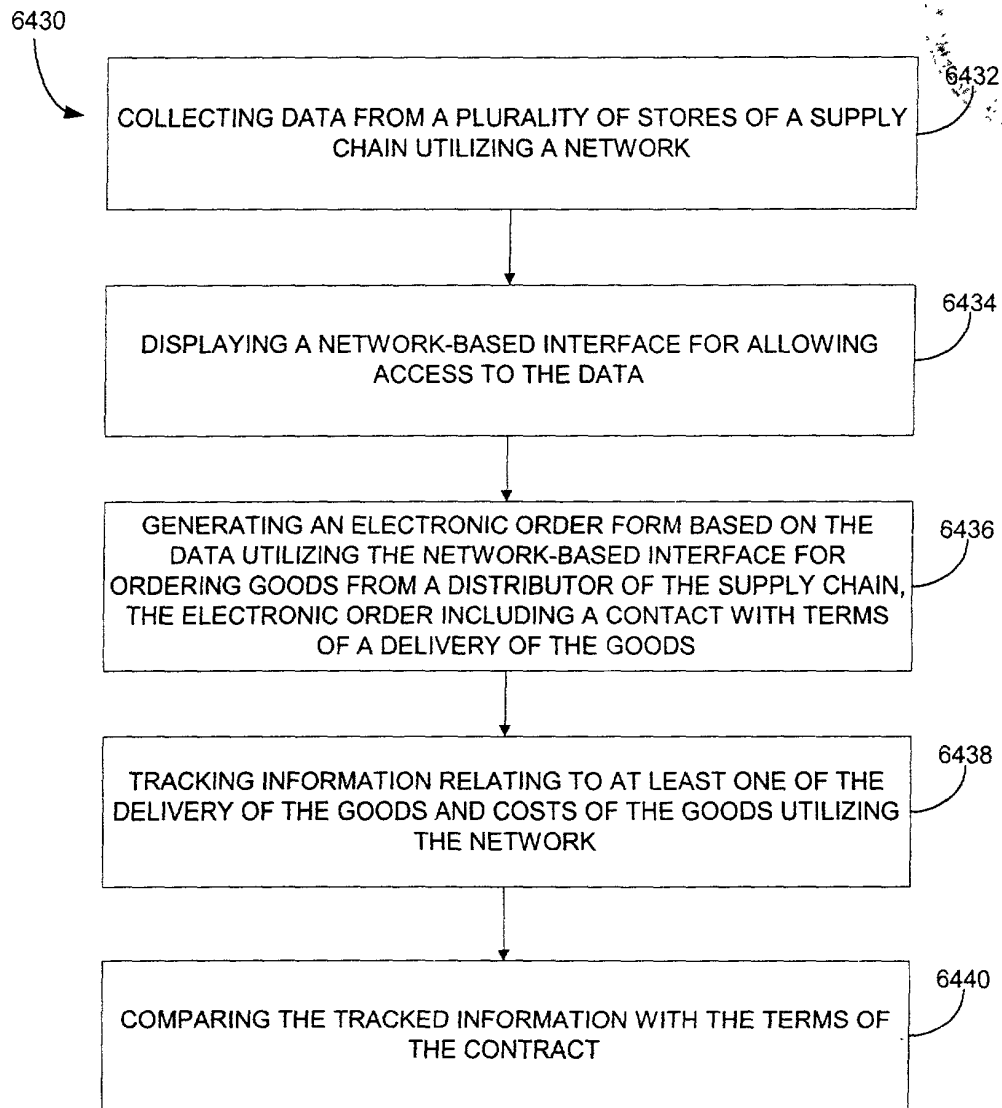
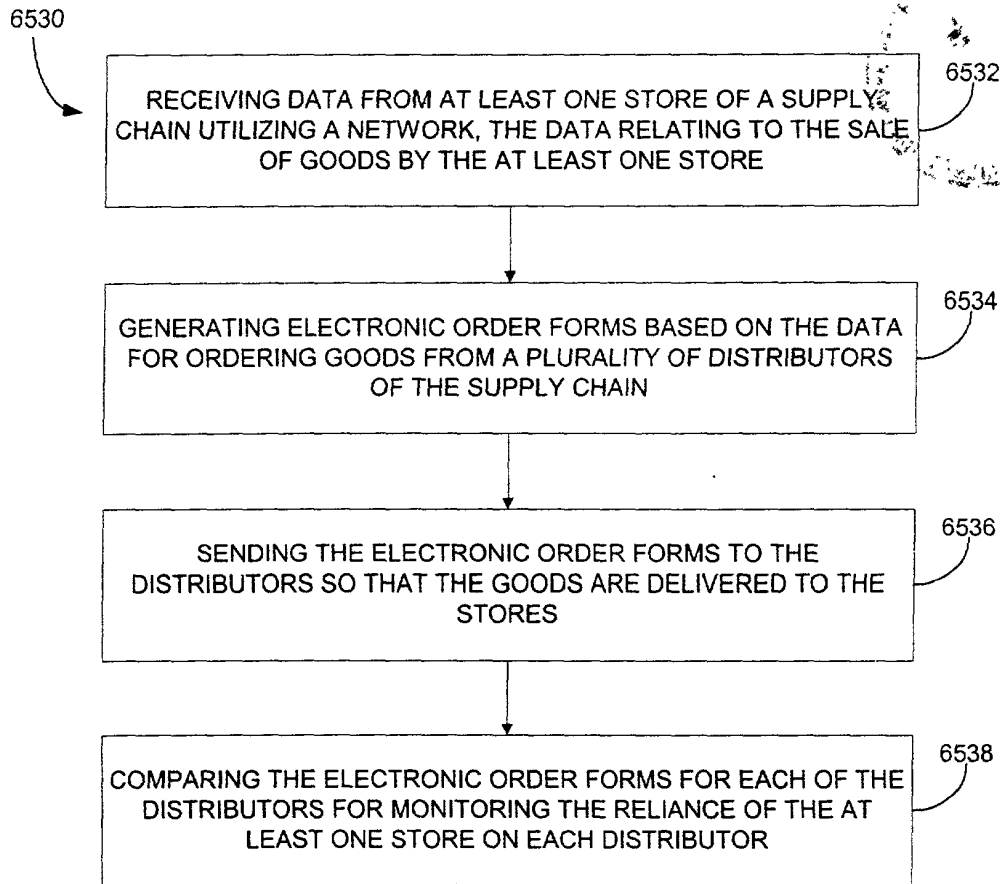


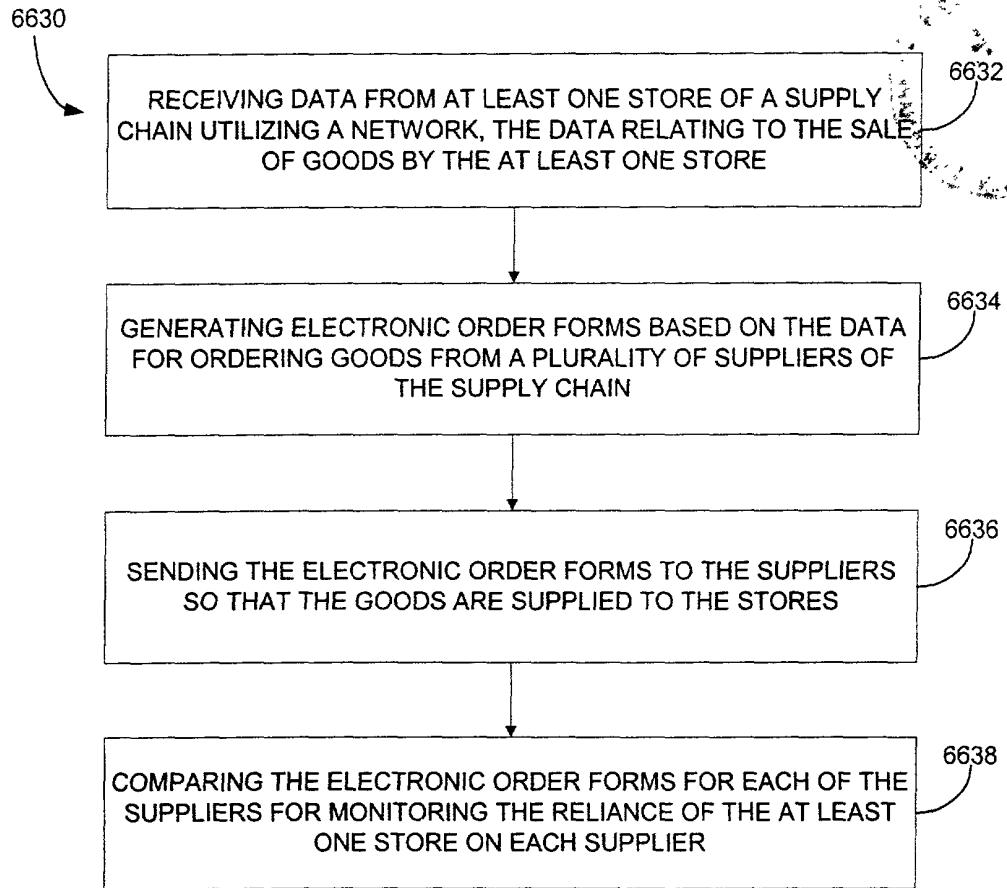
FIG. 63



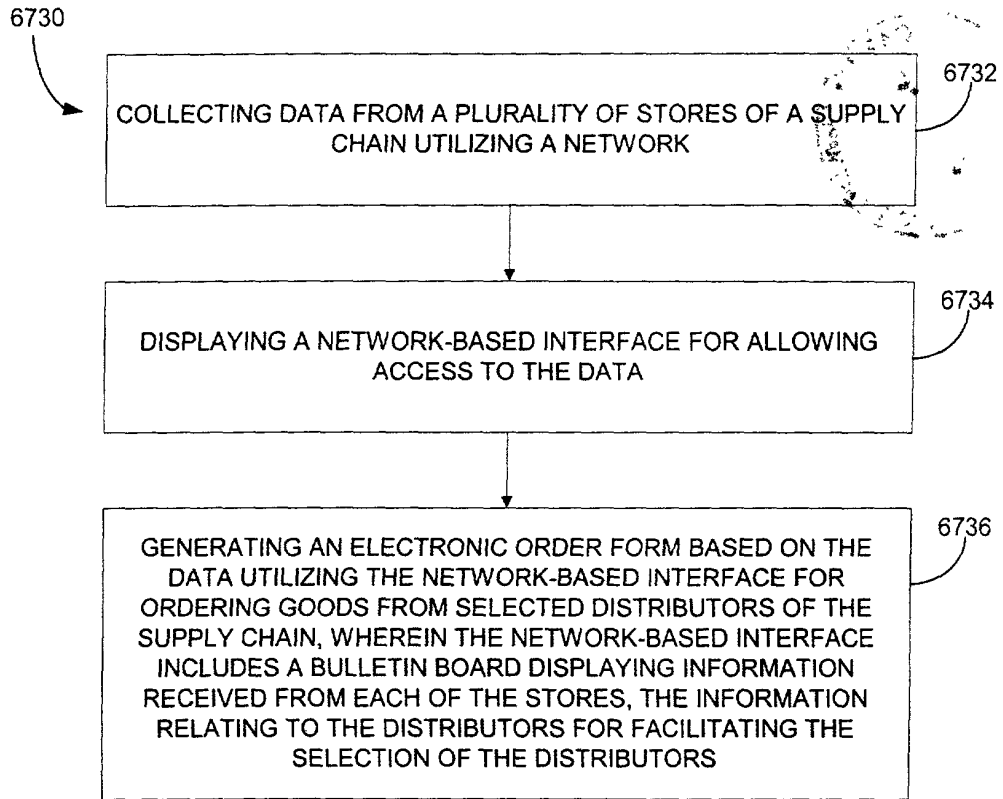
**FIG. 64**



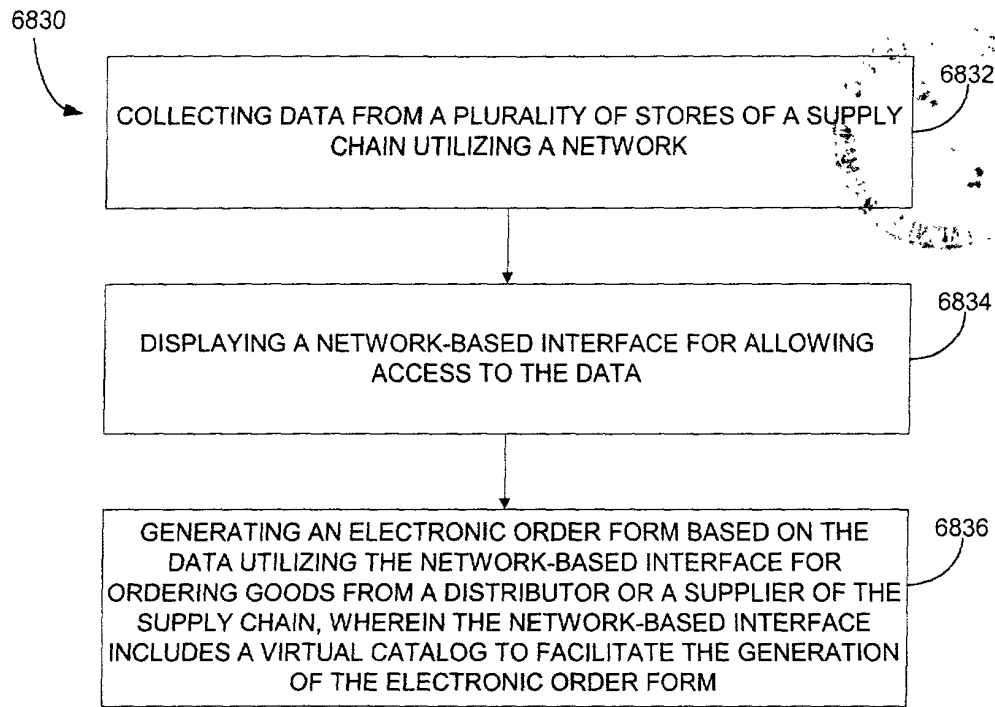
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**



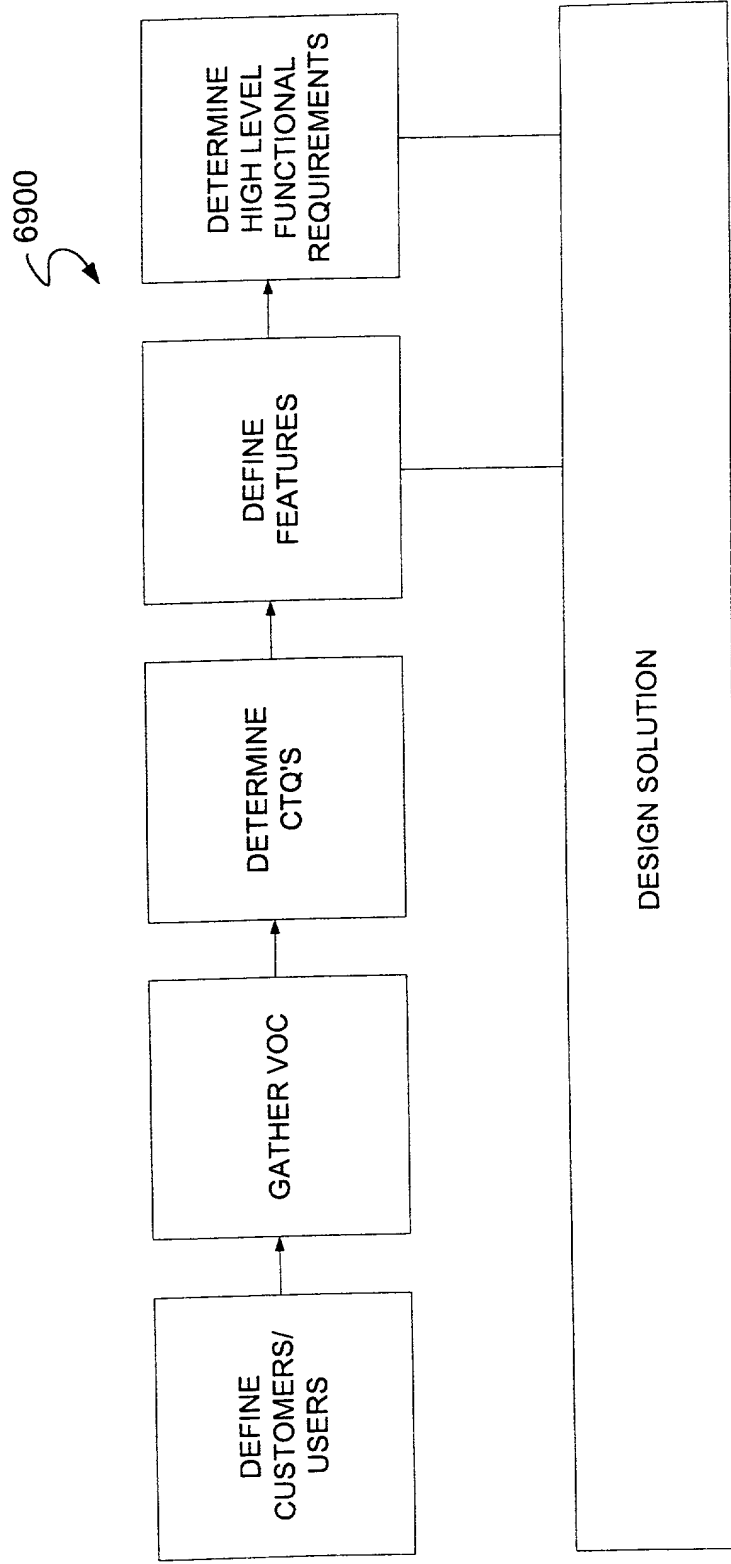
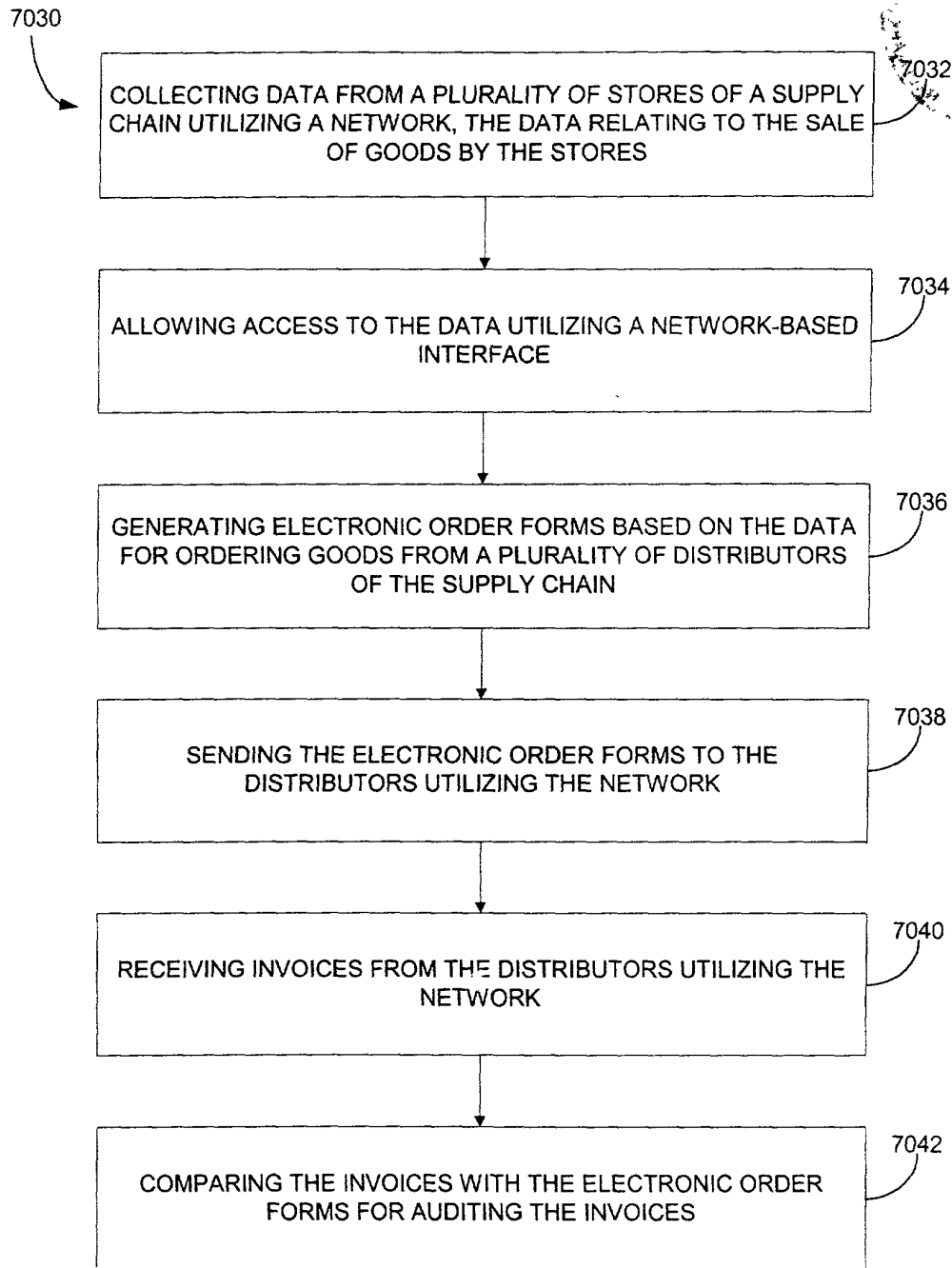


FIG. 69



**FIG. 70**

7130

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK

7132

ASSIGNING EACH OF THE SUPPLY CHAIN PARTICIPANTS WITH AN IDENTIFIER

7134

LISTING THE DATA FOR EACH OF THE SUPPLY CHAIN PARTICIPANTS UTILIZING THE IDENTIFIER TO PRESERVE THE ANONYMITY OF THE SUPPLY CHAIN PARTICIPANTS

7136

**FIG. 71**

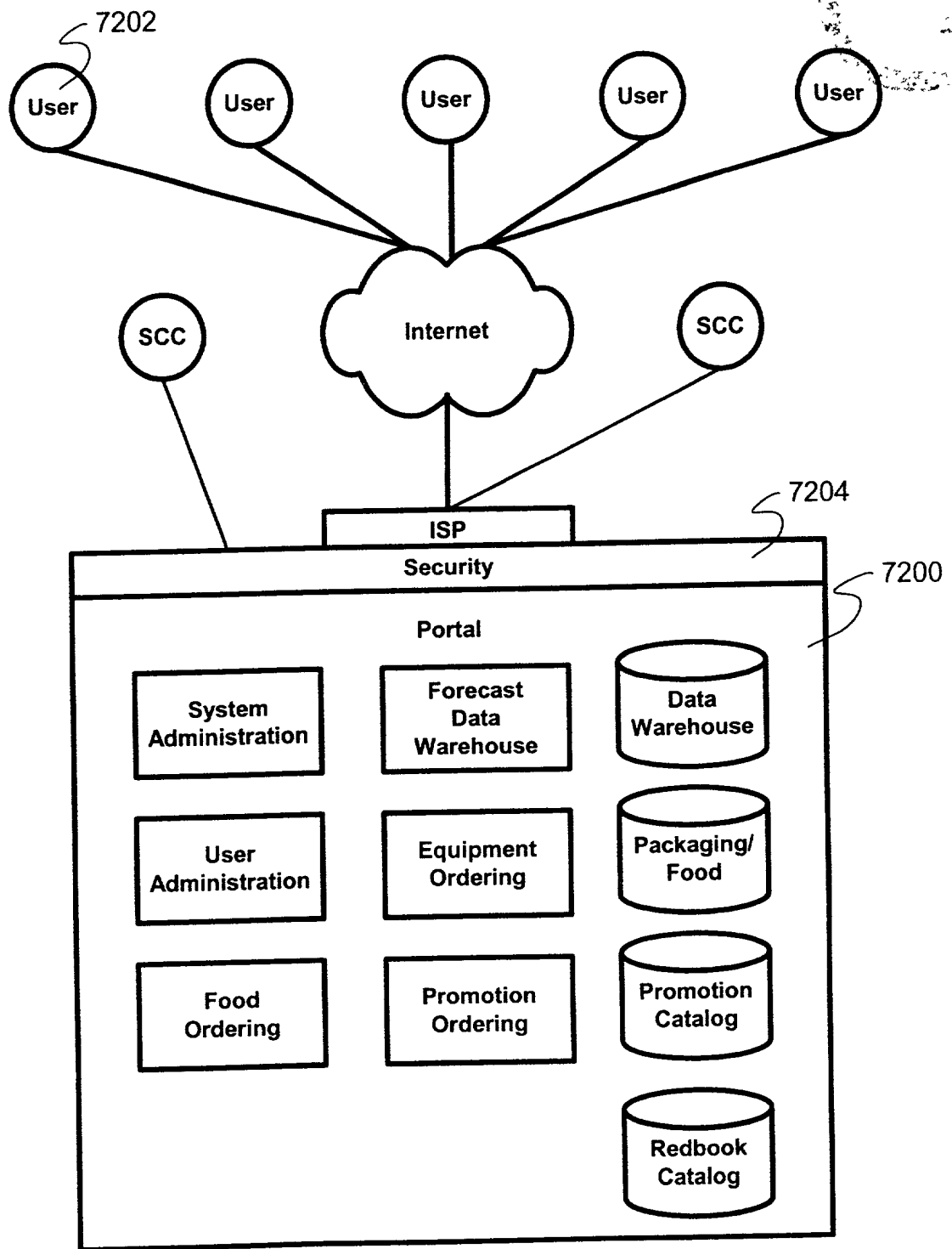


FIG. 72

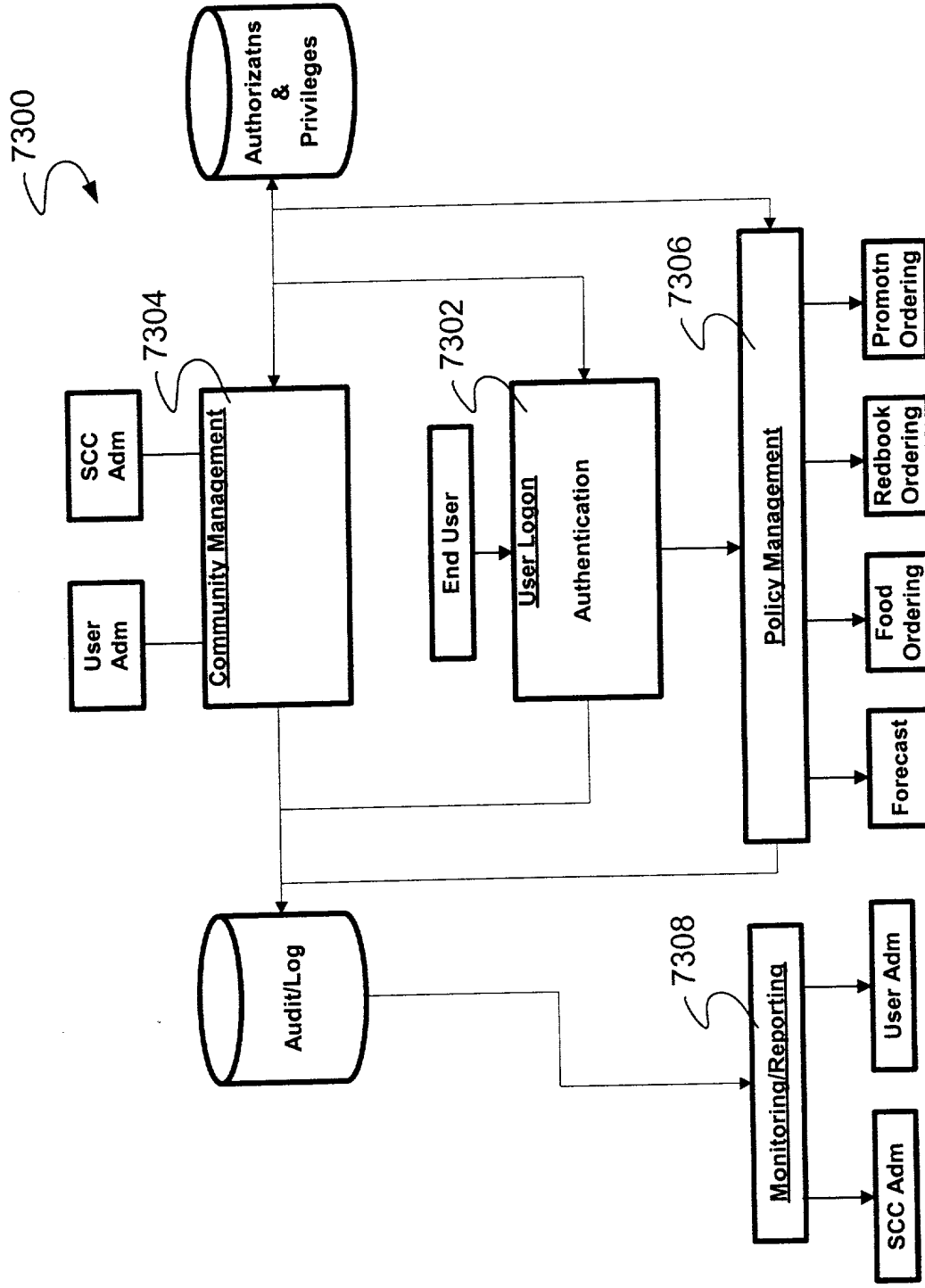


FIG. 73

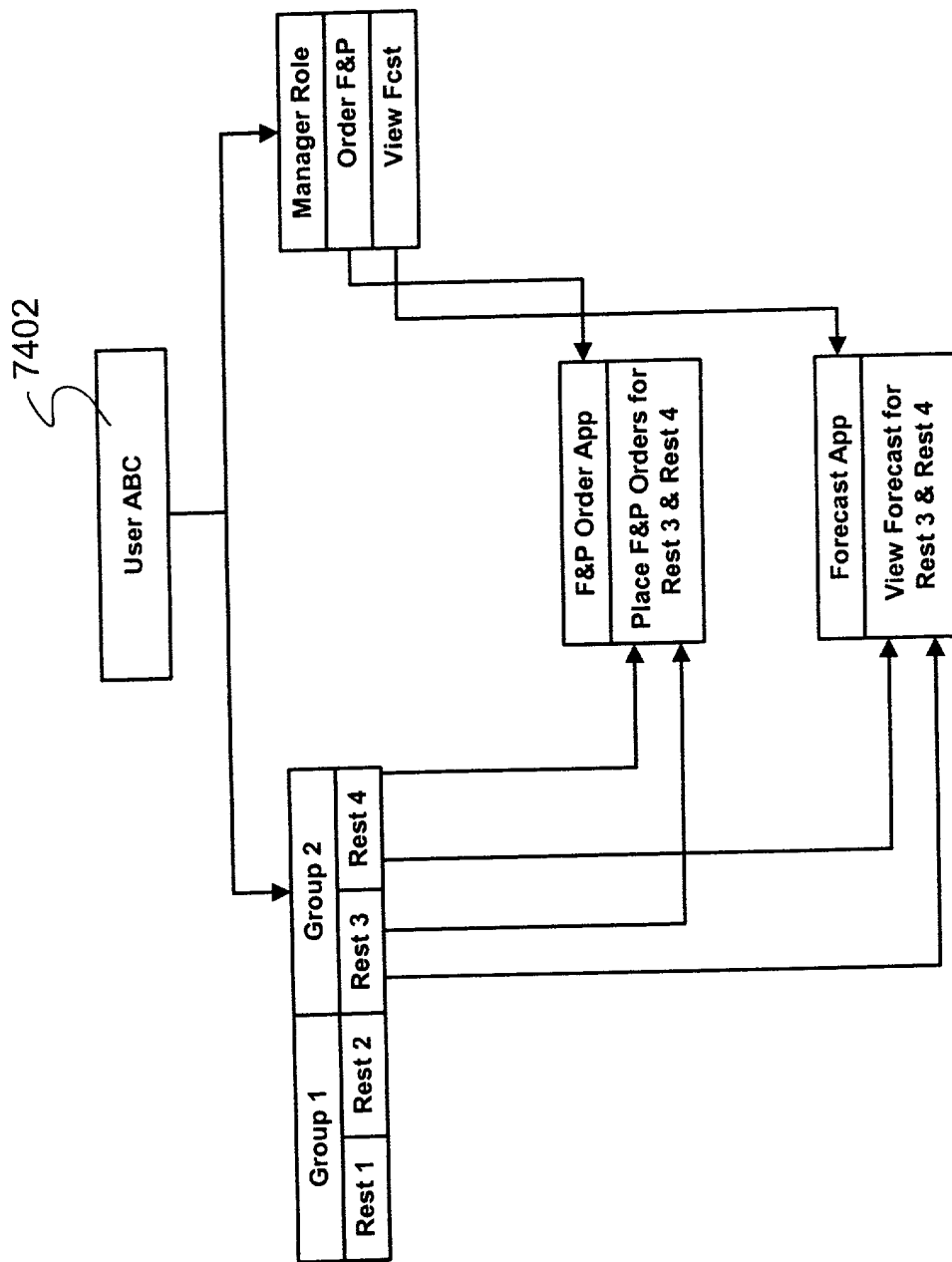


FIG. 74

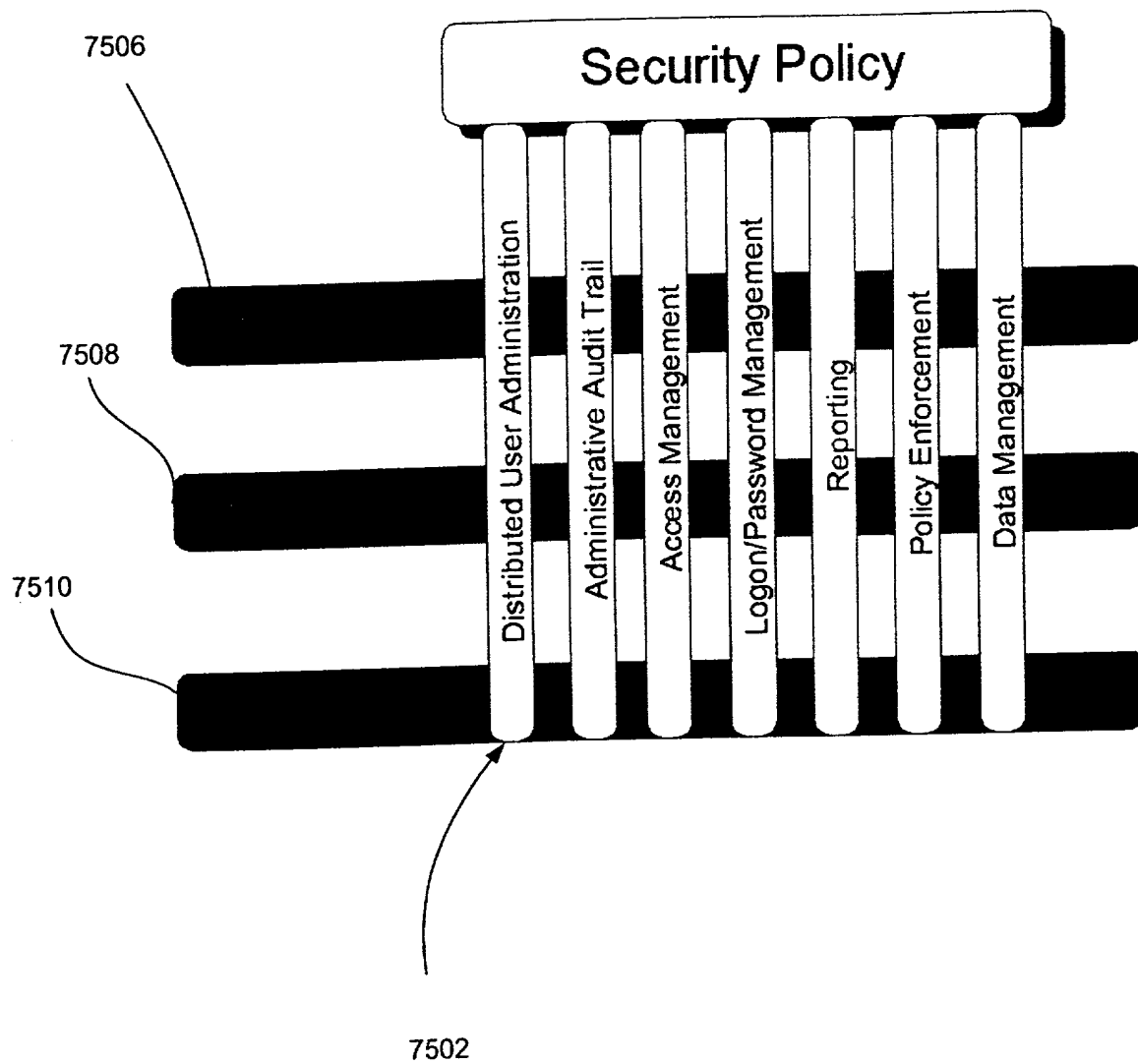


Fig. 75

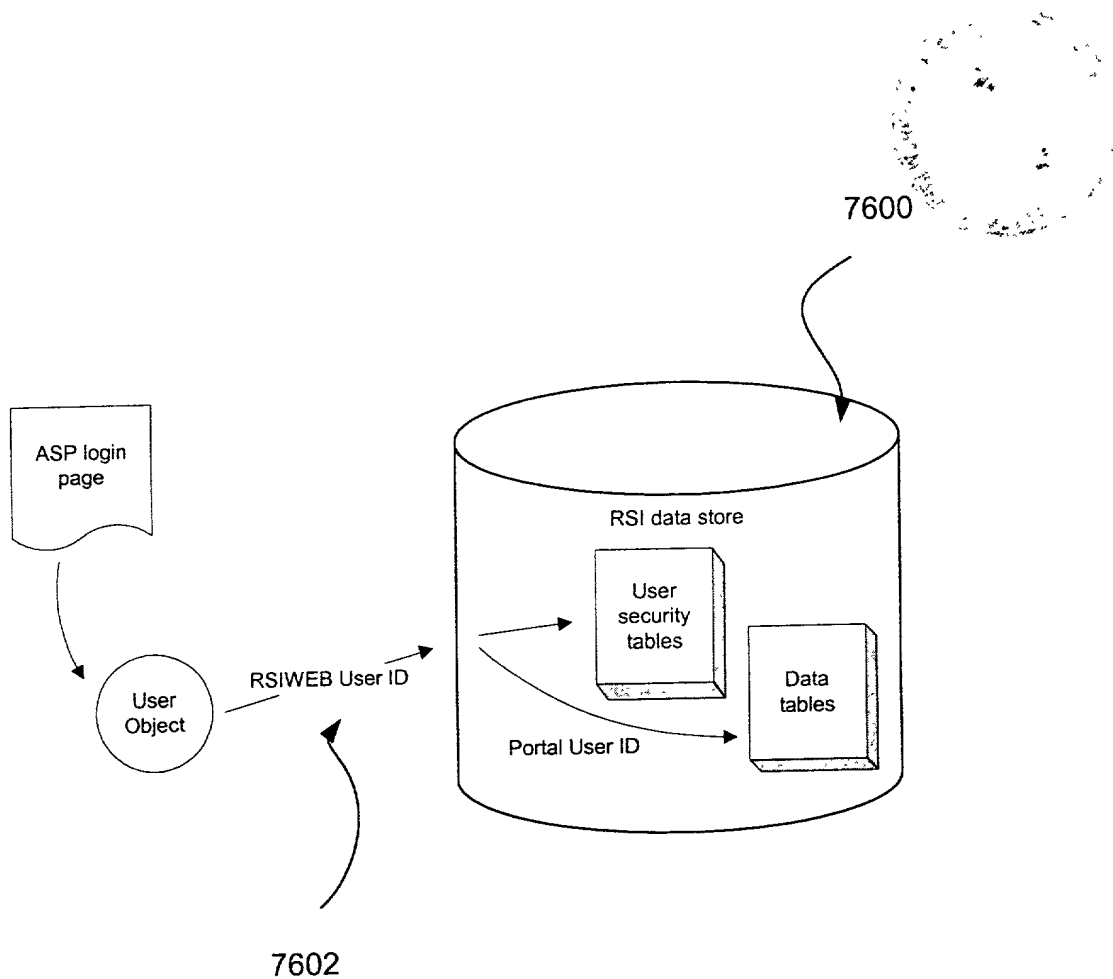


Fig. 76



FIG. 77

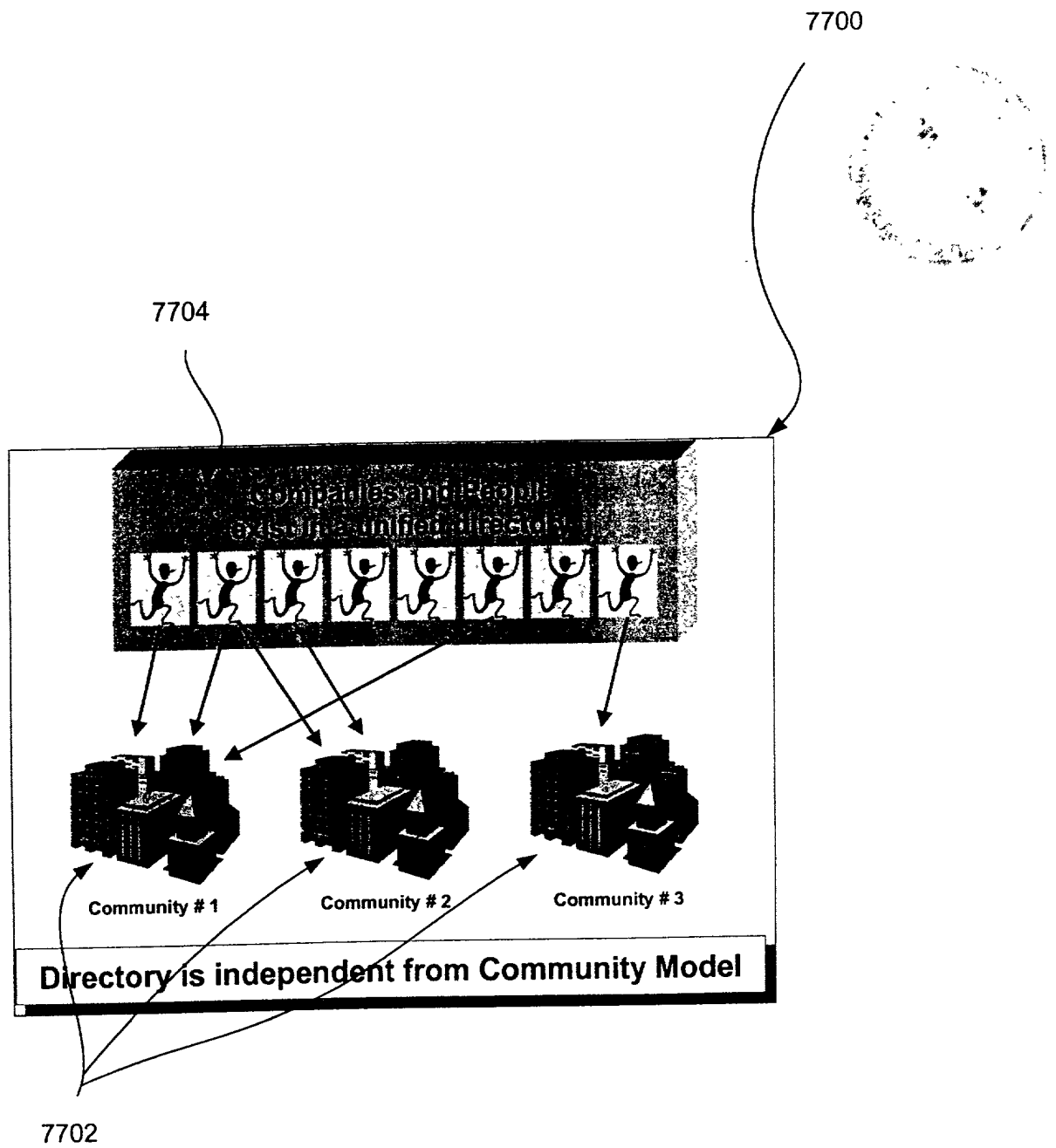
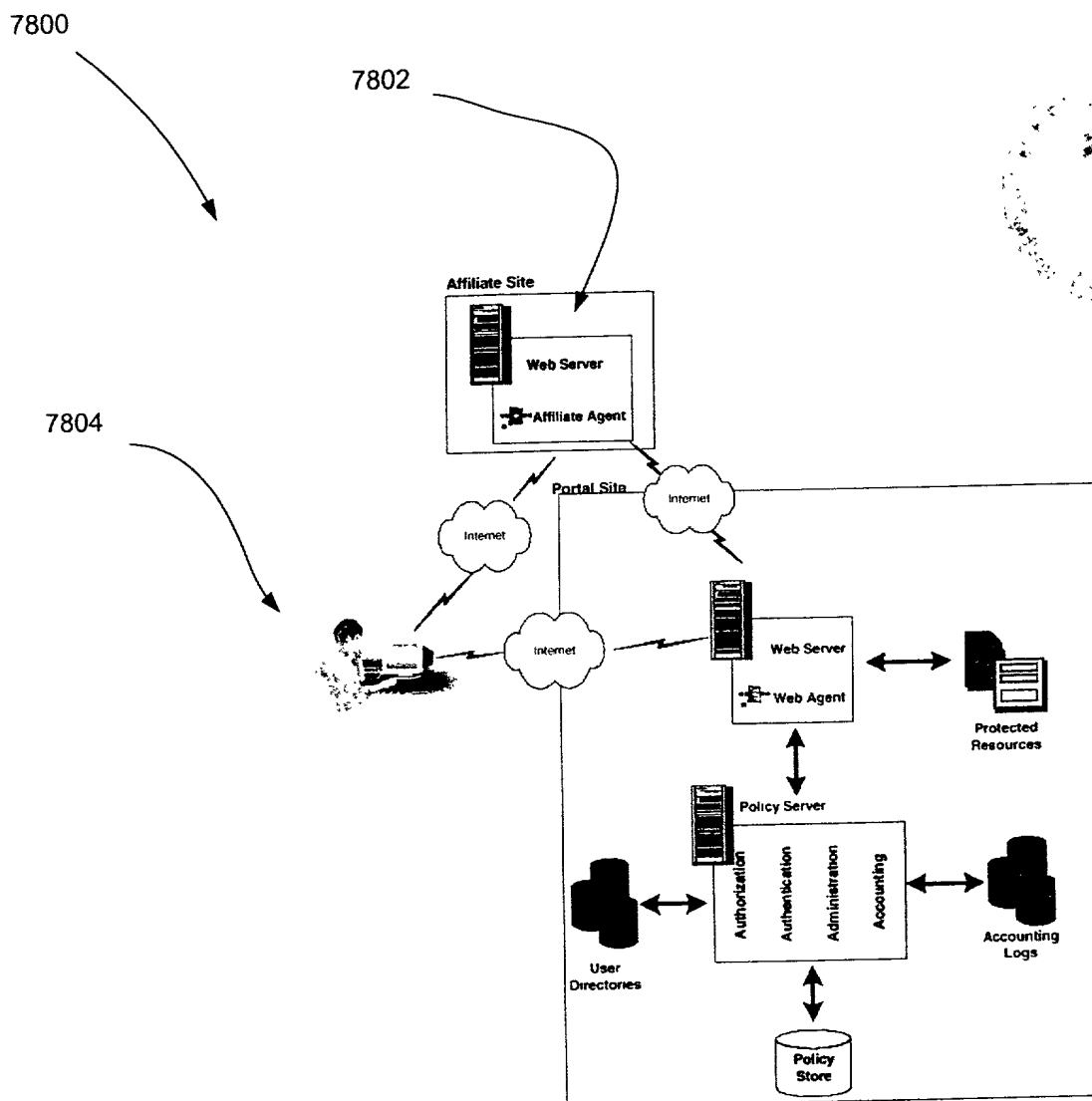


Fig. 77



**Fig. 78**

7900

7902

# Policy-Based Web Security Model

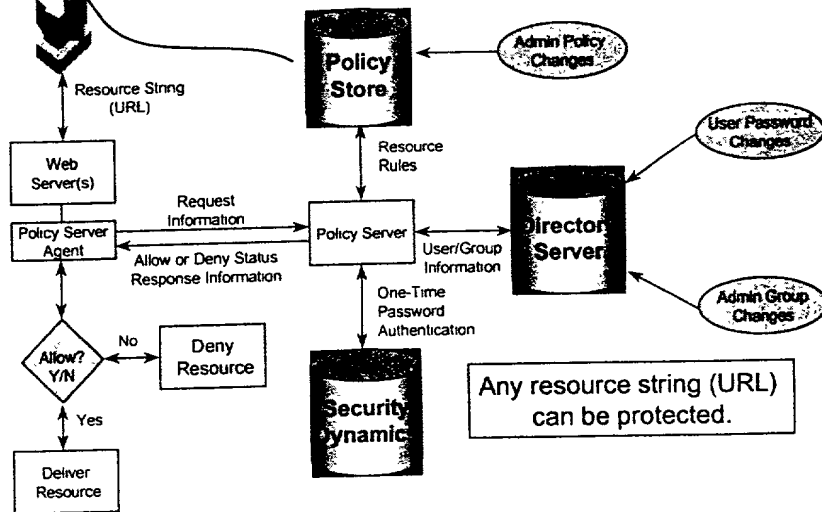
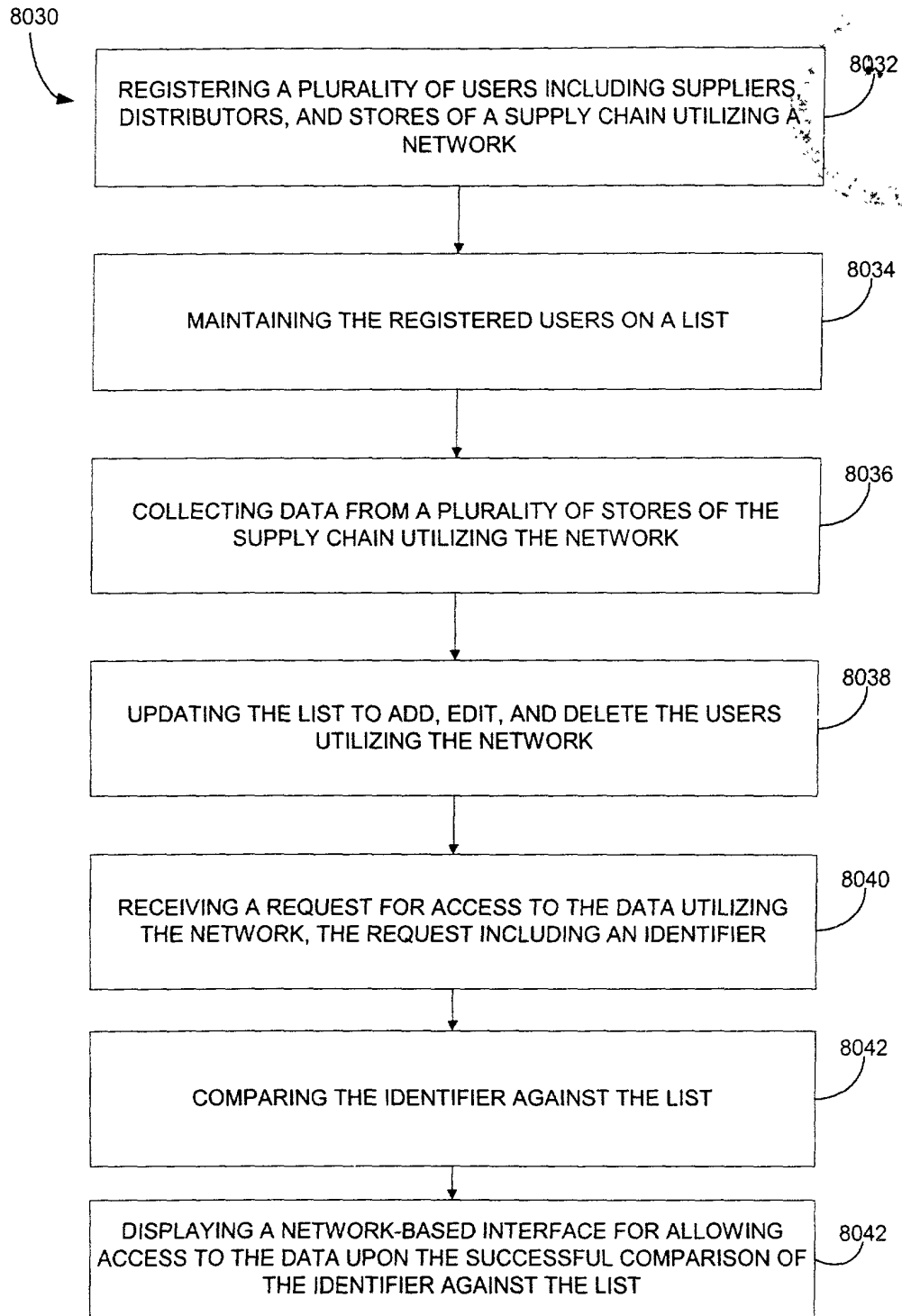


Fig. 79



**FIG. 80**

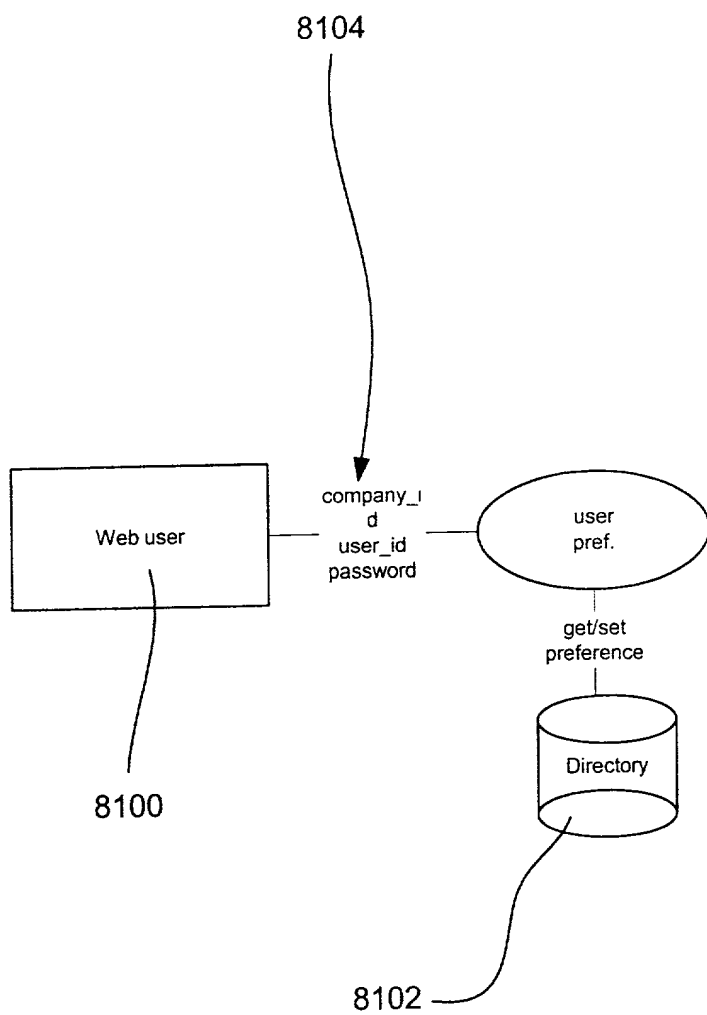
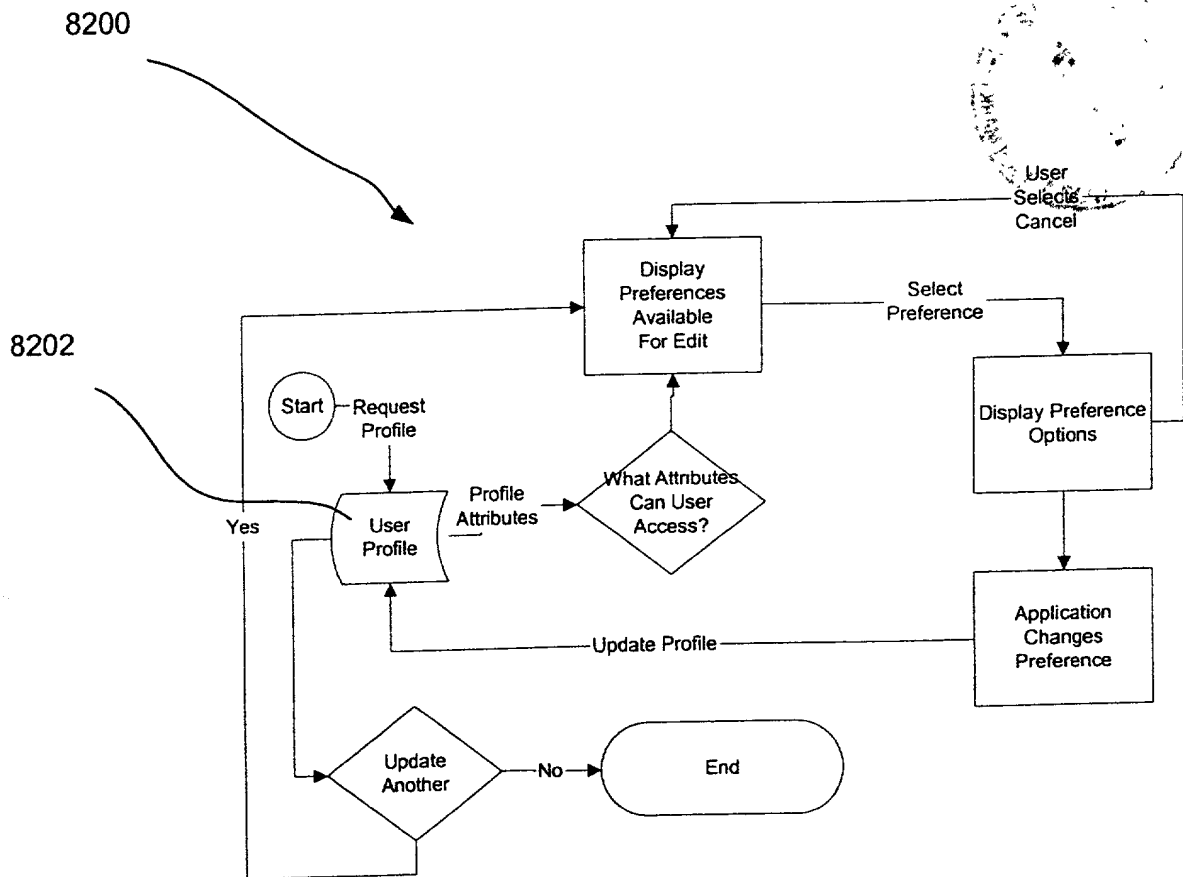
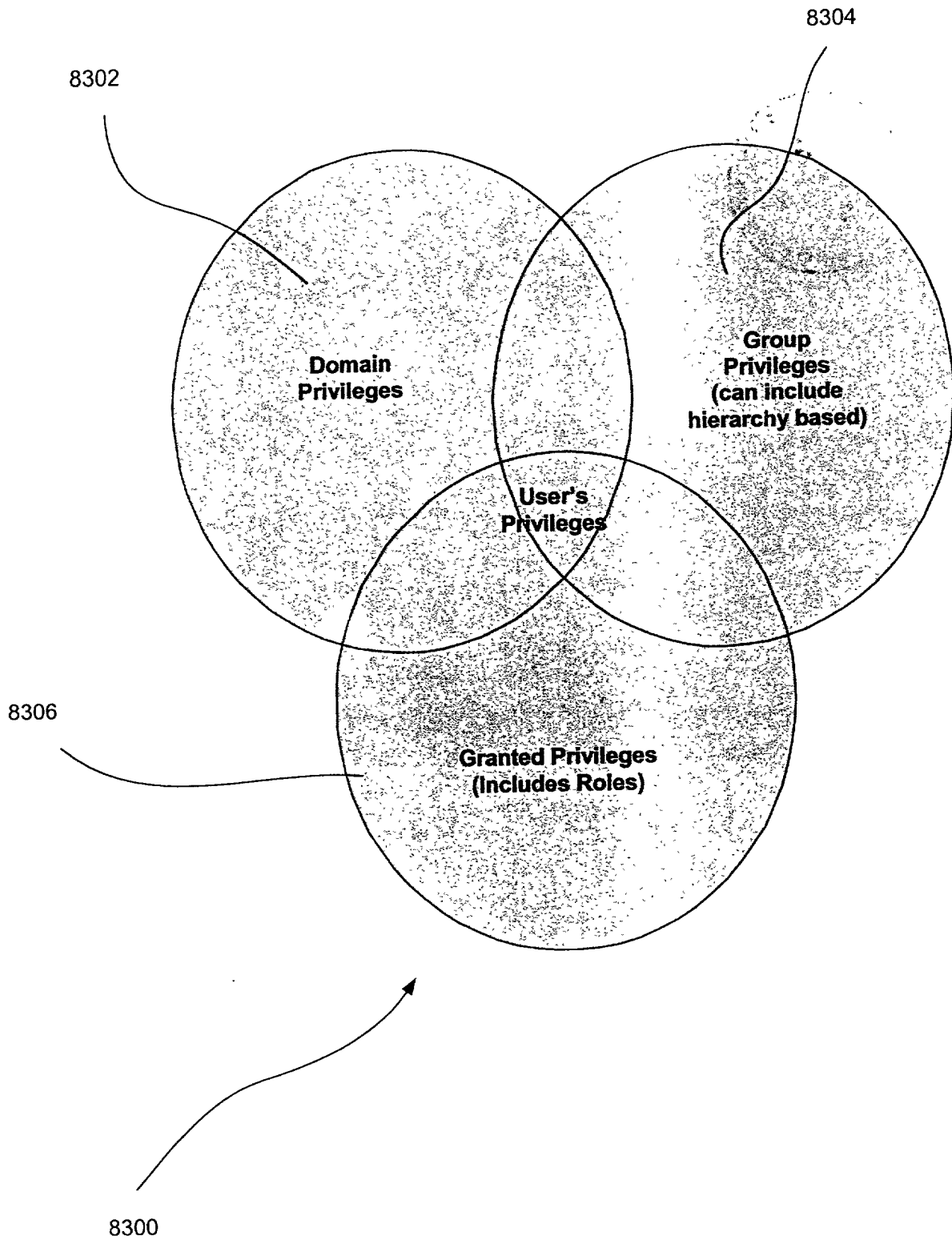


Fig. 81

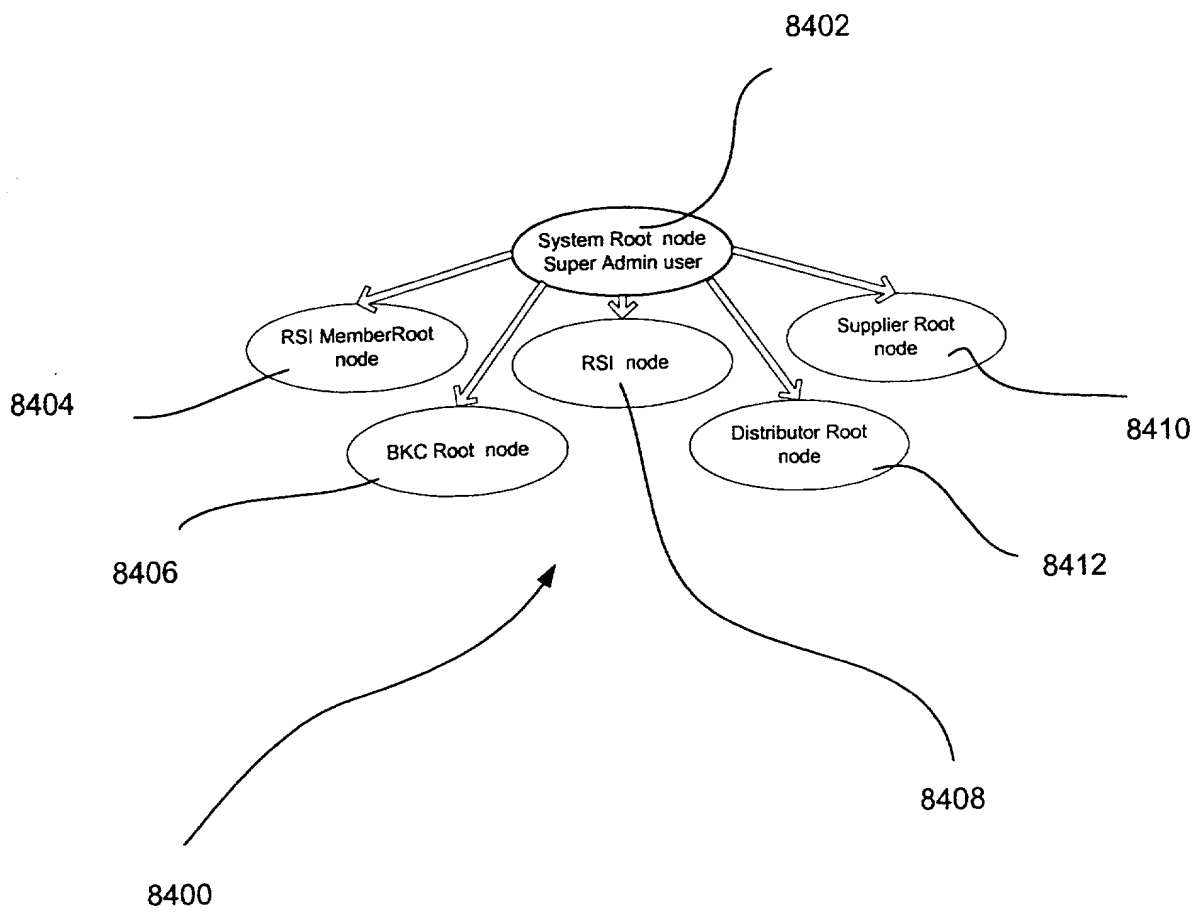


**Fig. 82**



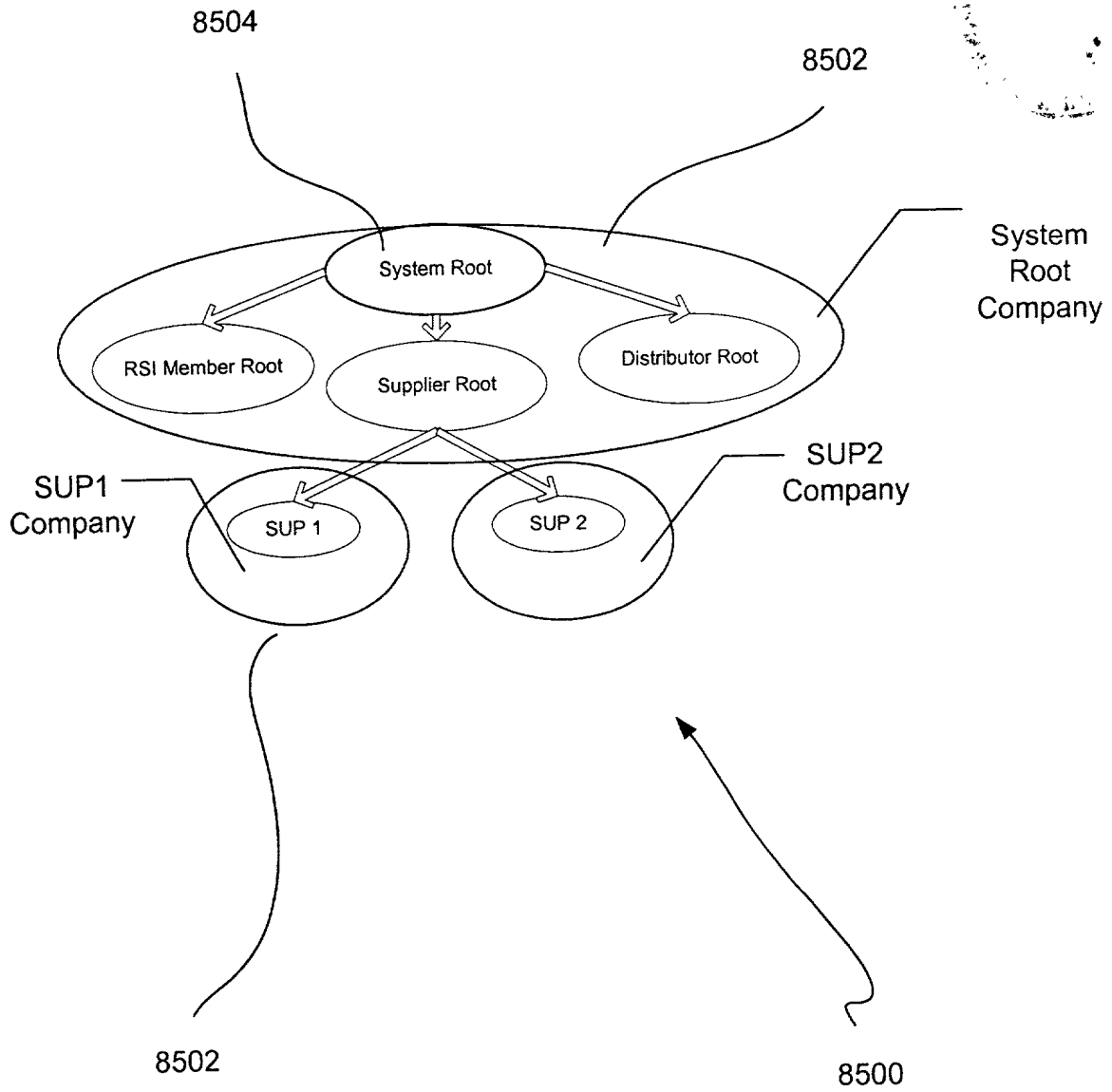
**Fig. 83**

Pub. No. 2004/013600



**Fig. 84**





**Fig. 85**

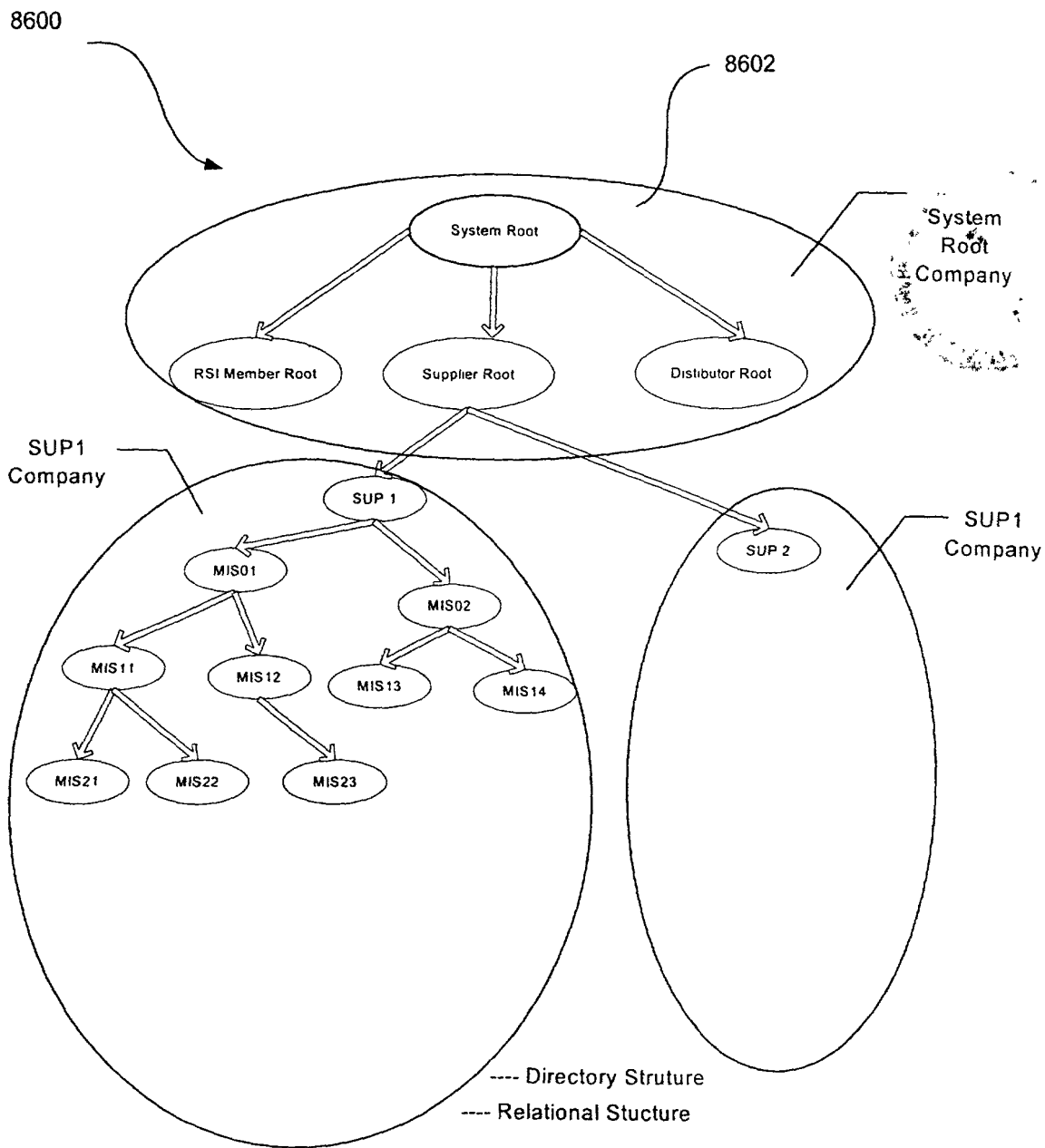


Fig. 86

8700

## Group Hierarchy Management: Data Flow

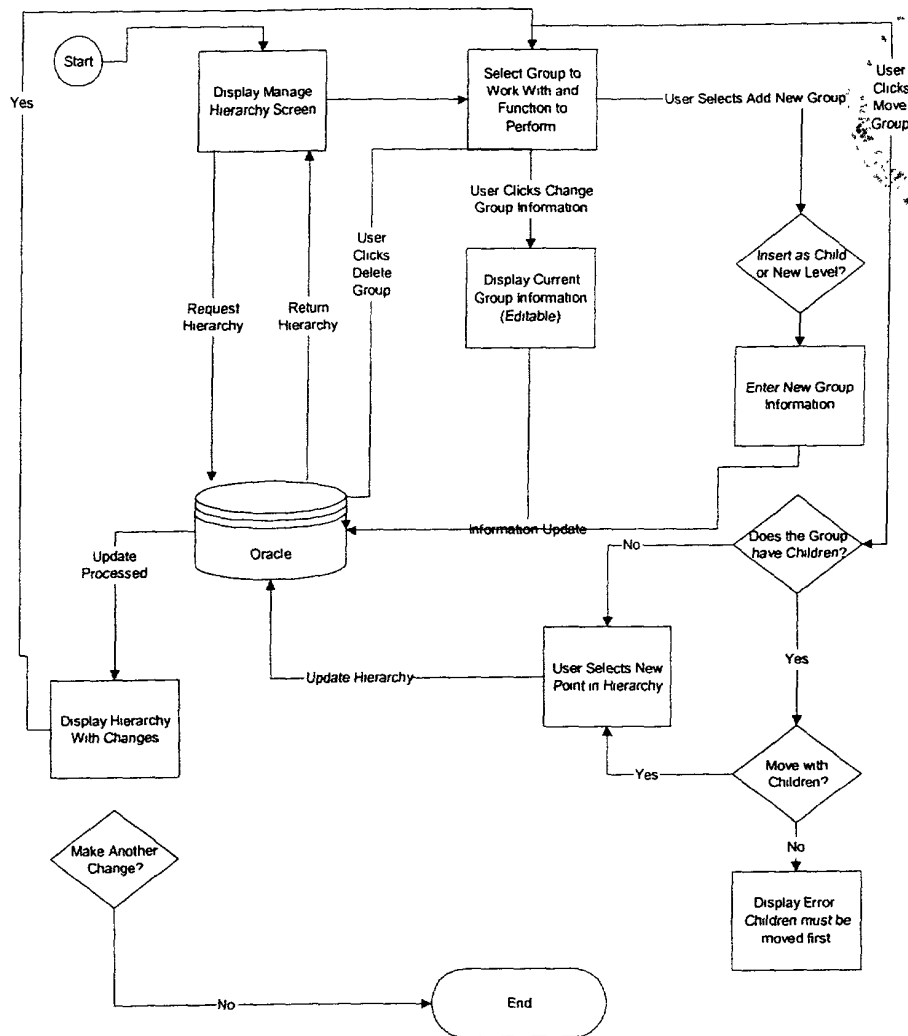


Fig. 87

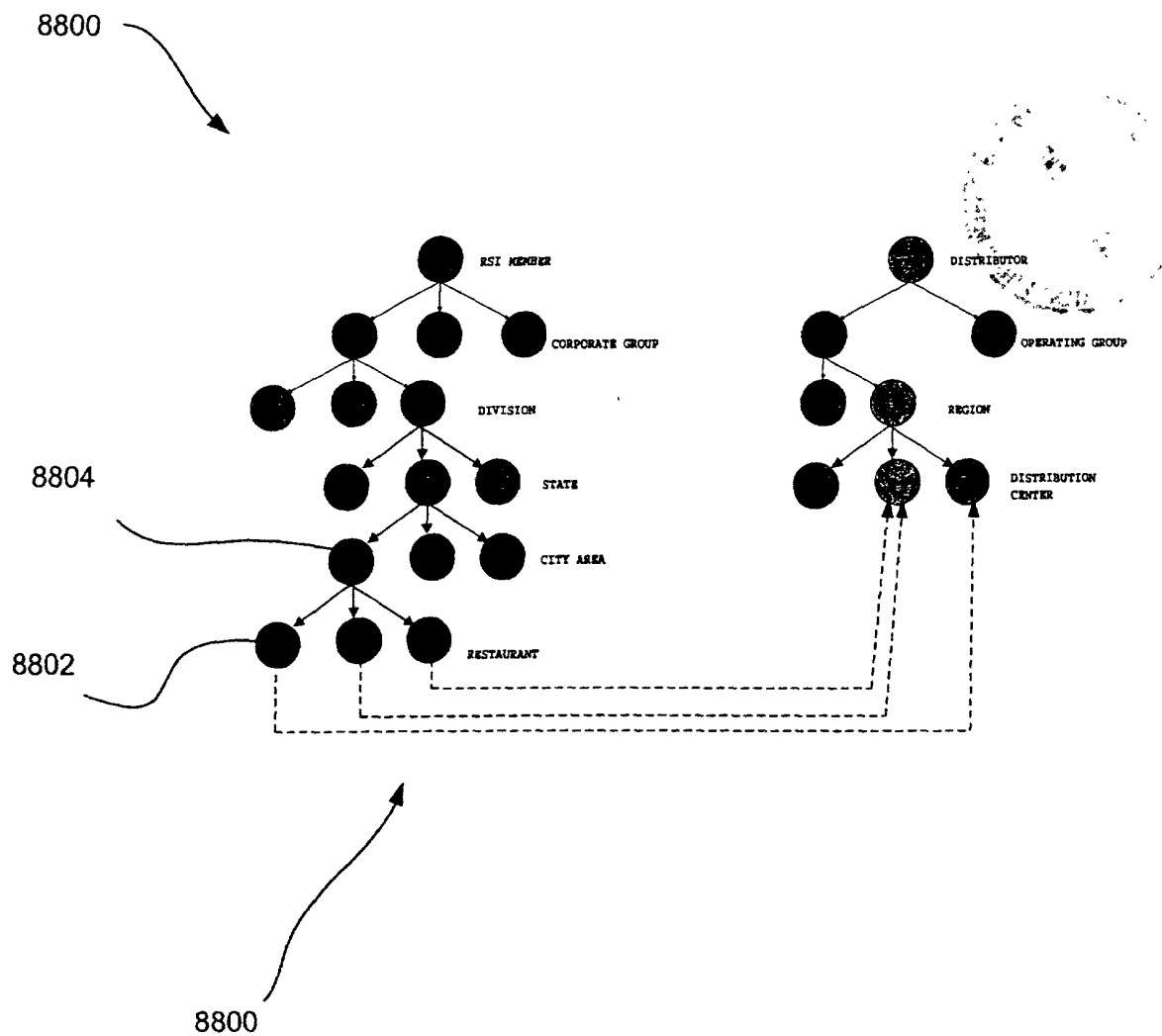


Fig. 88

8902



1400

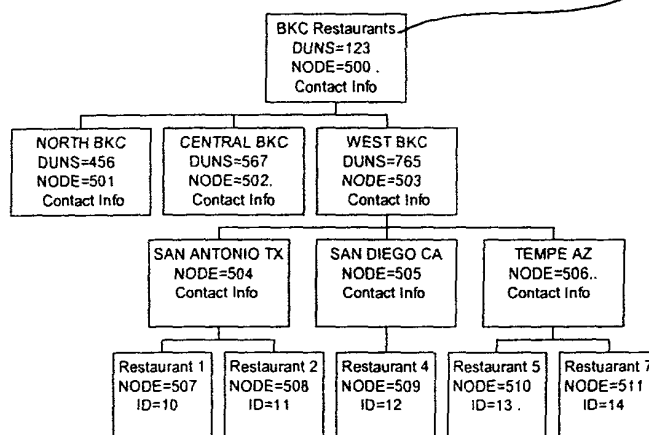


Fig. 89

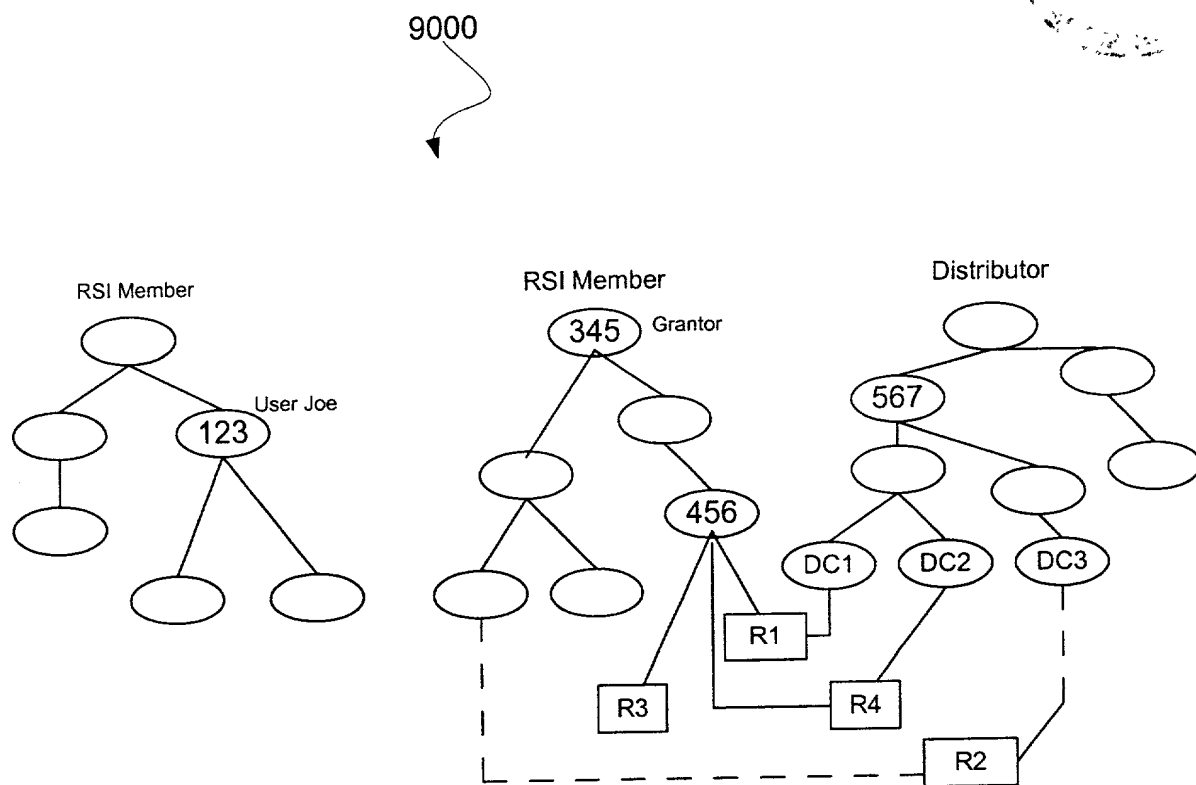


FIG. 90

9100

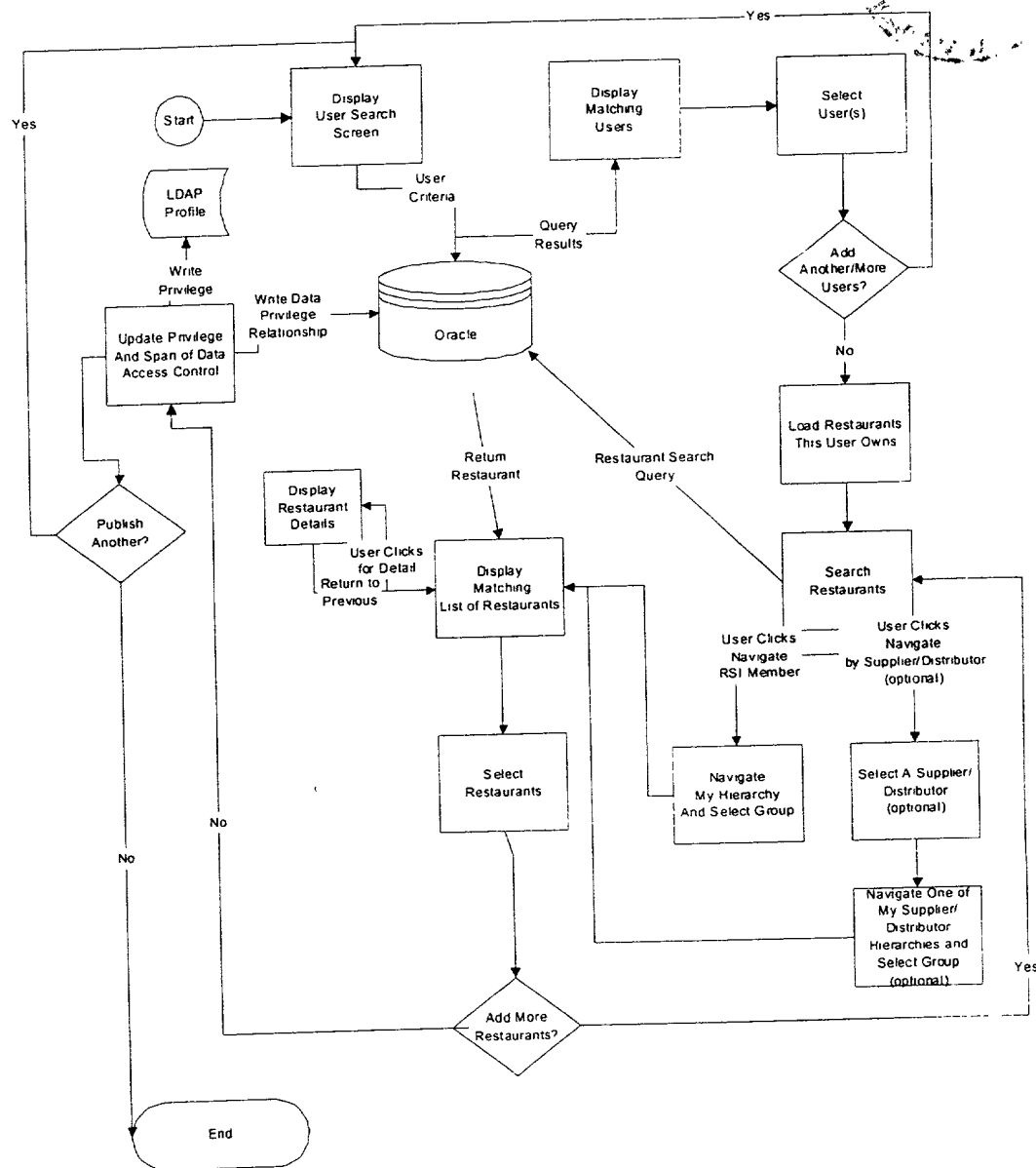
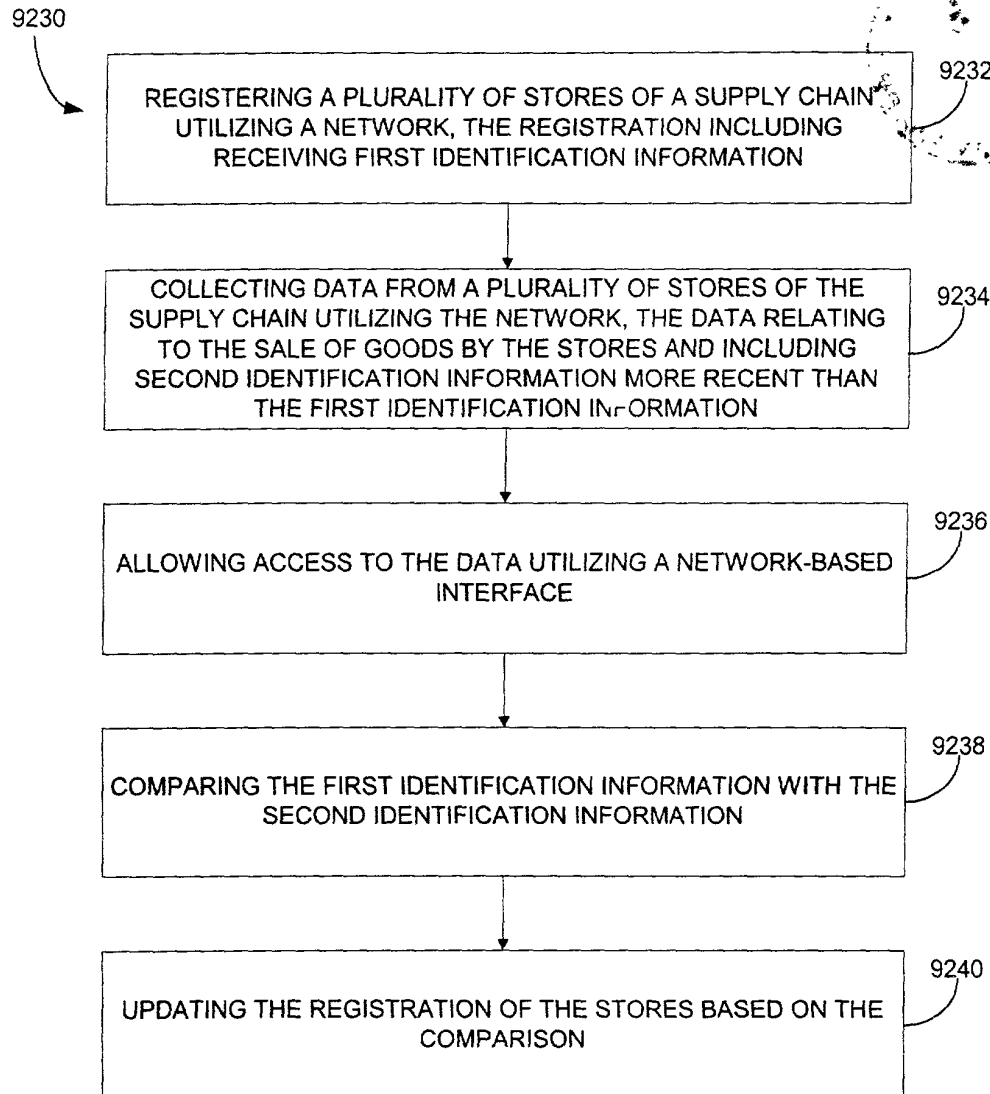
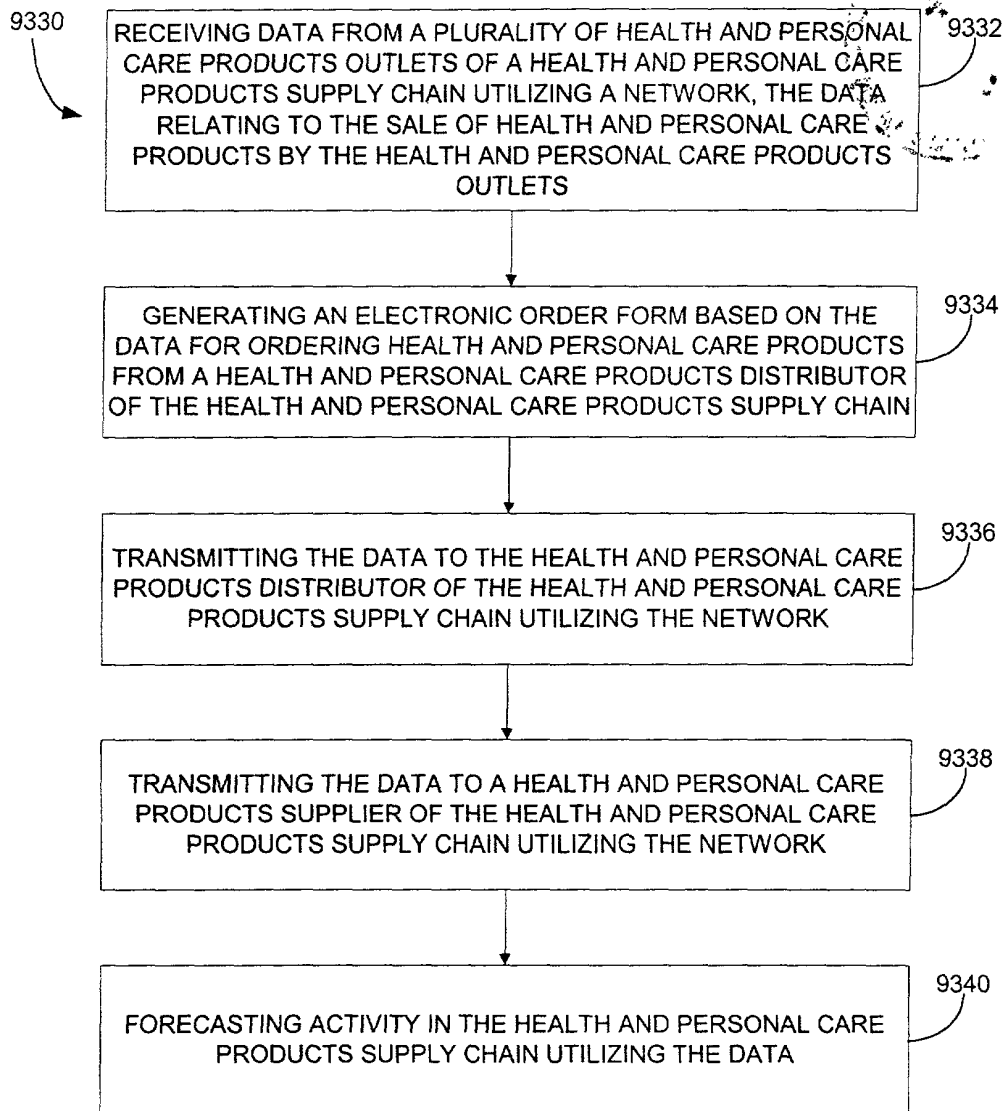


Fig. 91



**FIG. 92**





**FIG. 93**

9430

RECEIVING DATA FROM A PLURALITY OF ELECTRONICS AND APPLIANCES OUTLETS OF AN ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF ELECTRONICS AND APPLIANCES BY THE ELECTRONICS AND APPLIANCES OUTLETS

9432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING ELECTRONICS AND APPLIANCES FROM AN ELECTRONICS AND APPLIANCES DISTRIBUTOR OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN

9434

TRANSMITTING THE DATA TO THE ELECTRONICS AND APPLIANCES DISTRIBUTOR OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE NETWORK

9436

TRANSMITTING THE DATA TO AN ELECTRONICS AND APPLIANCES SUPPLIER OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE NETWORK

9438

FORECASTING ACTIVITY IN THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE DATA

9440

**FIG. 94**

9530

RECEIVING DATA FROM A PLURALITY OF TRANSPORTATION EQUIPMENT OUTLETS OF A TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TRANSPORTATION EQUIPMENT BY THE TRANSPORTATION EQUIPMENT OUTLETS

9532

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TRANSPORTATION EQUIPMENT FROM A TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN

9534

TRANSMITTING THE DATA TO THE TRANSPORTATION EQUIPMENT DISTRIBUTOR OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK

9536

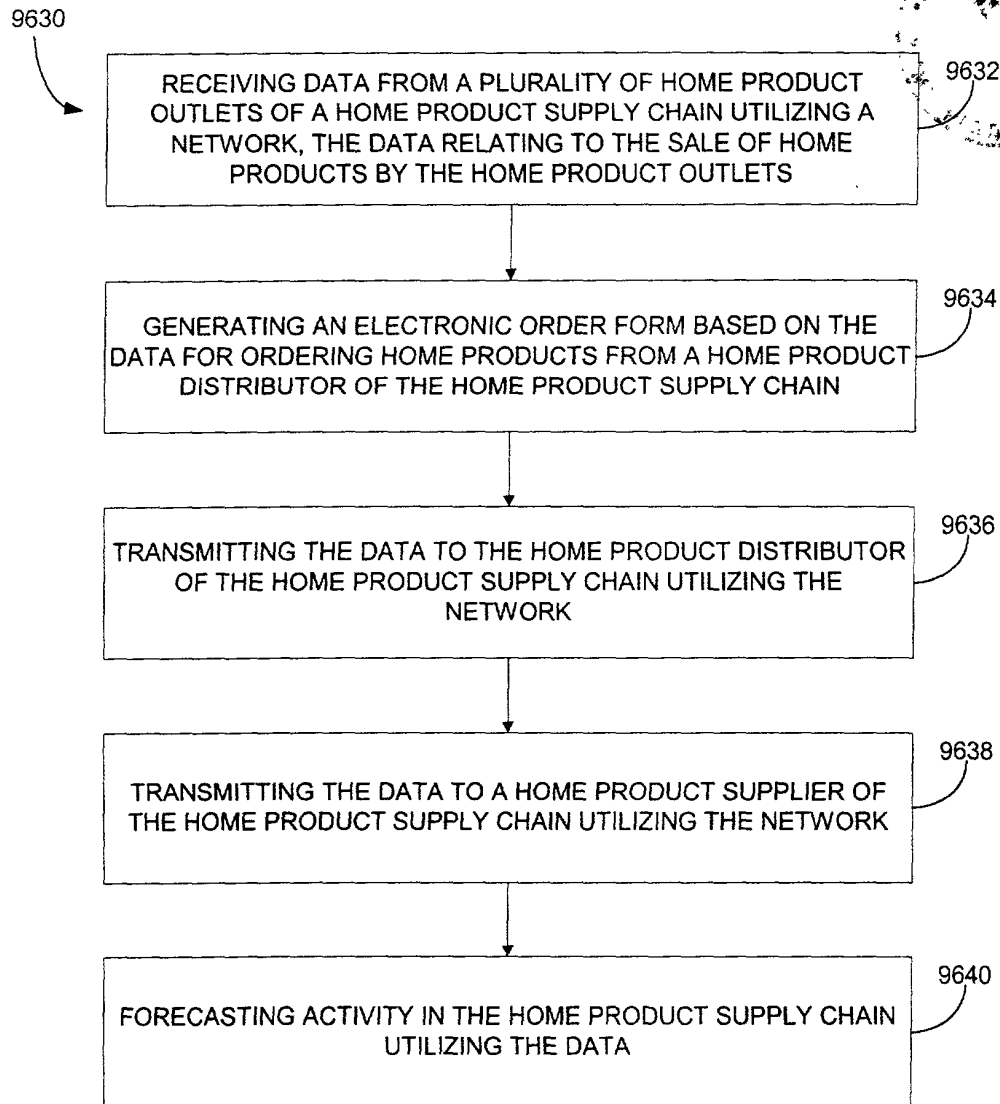
TRANSMITTING THE DATA TO A TRANSPORTATION EQUIPMENT SUPPLIER OF THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE NETWORK

9538

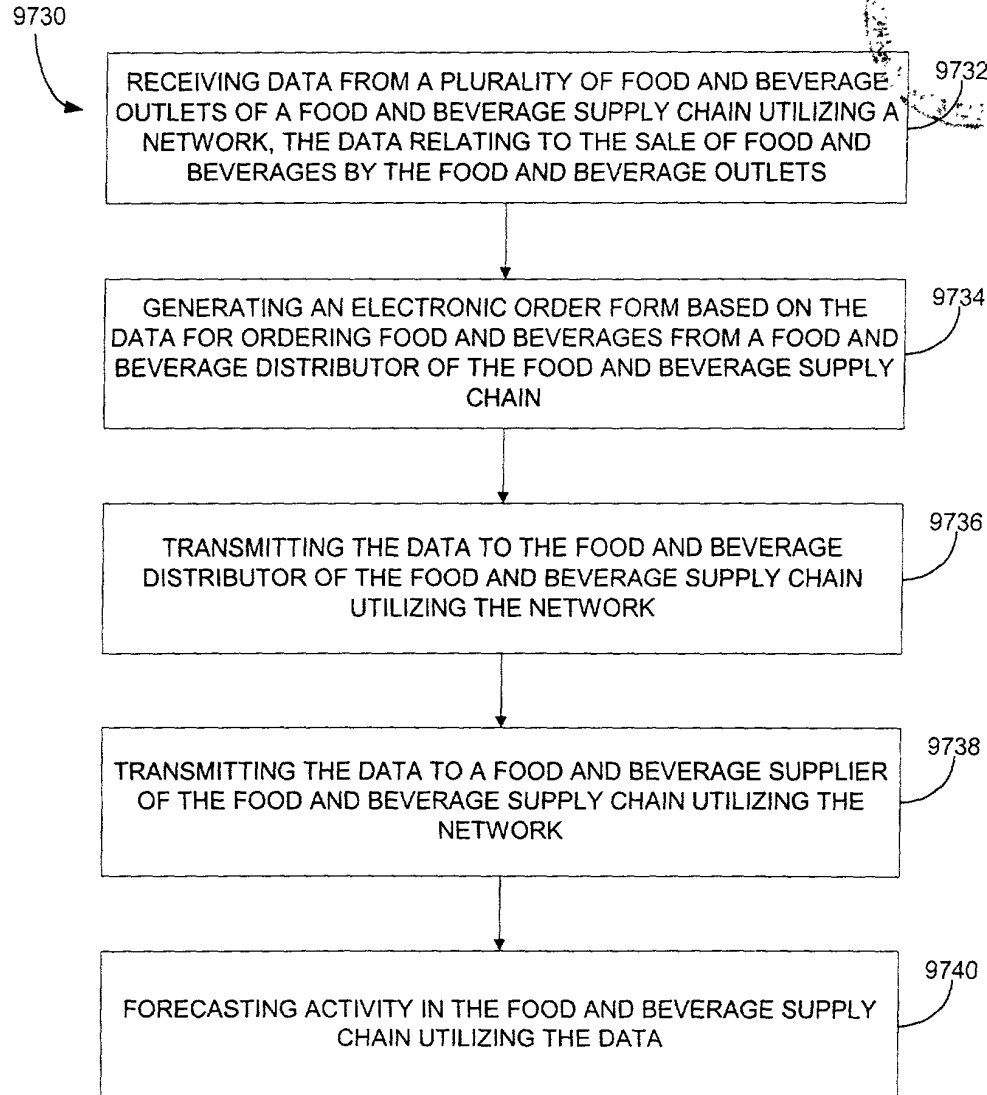
FORECASTING ACTIVITY IN THE TRANSPORTATION EQUIPMENT SUPPLY CHAIN UTILIZING THE DATA

9540

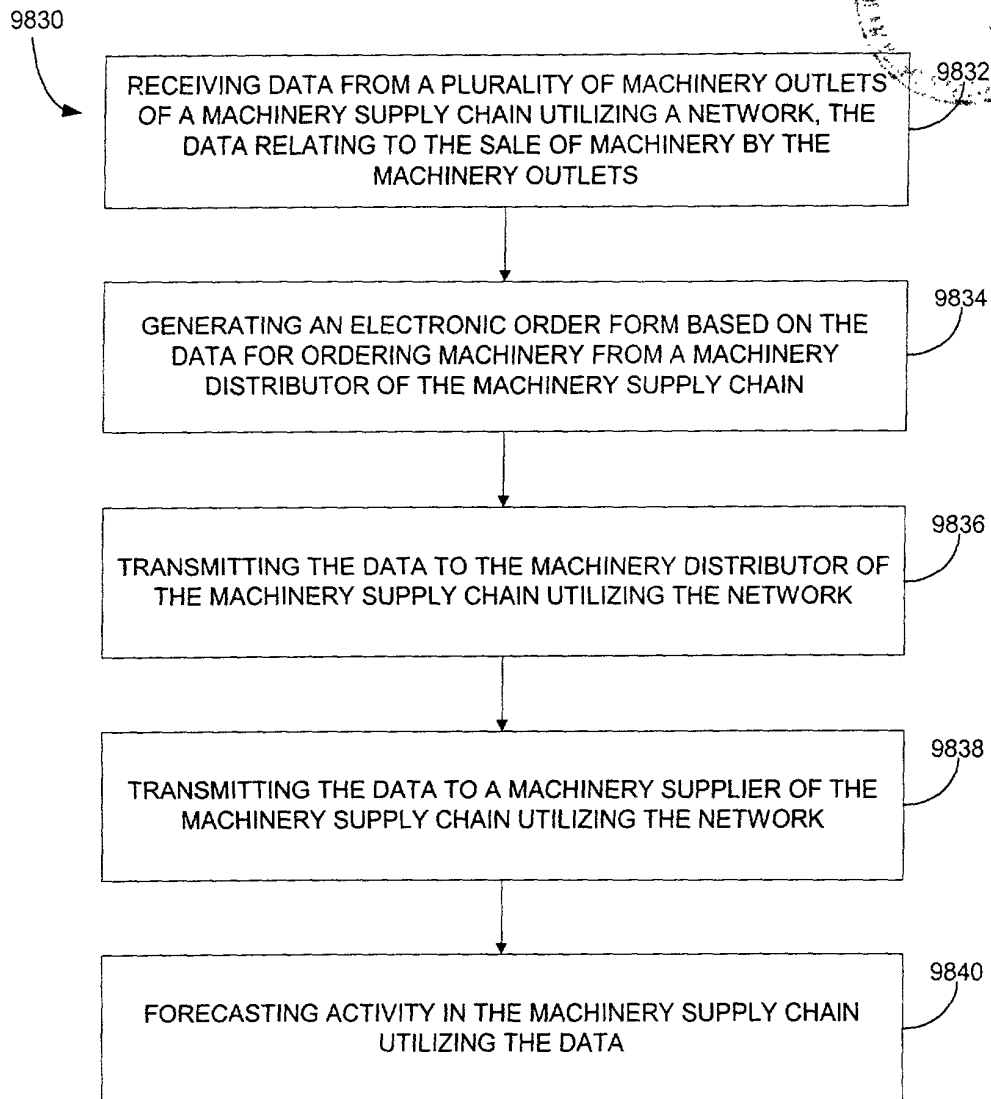
**FIG. 95**



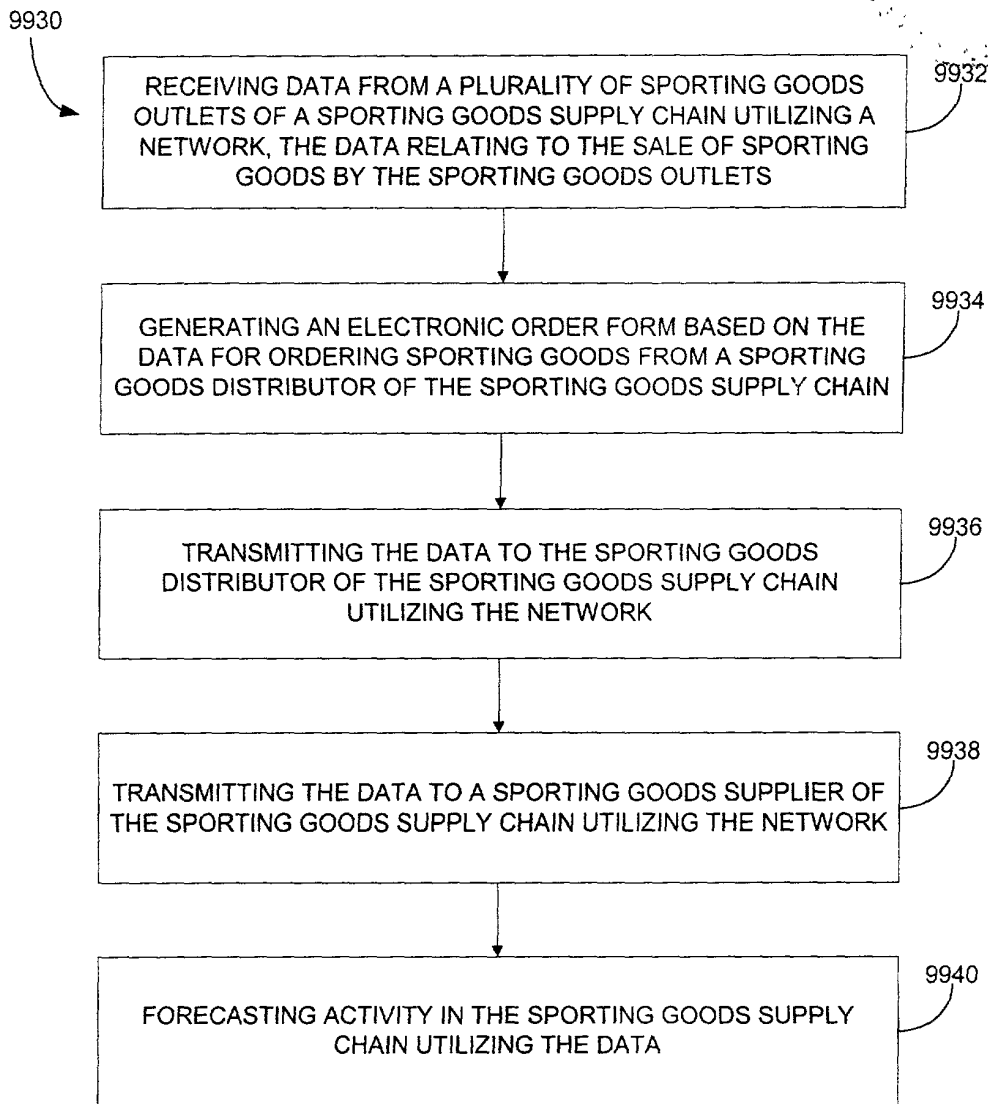
**FIG. 96**



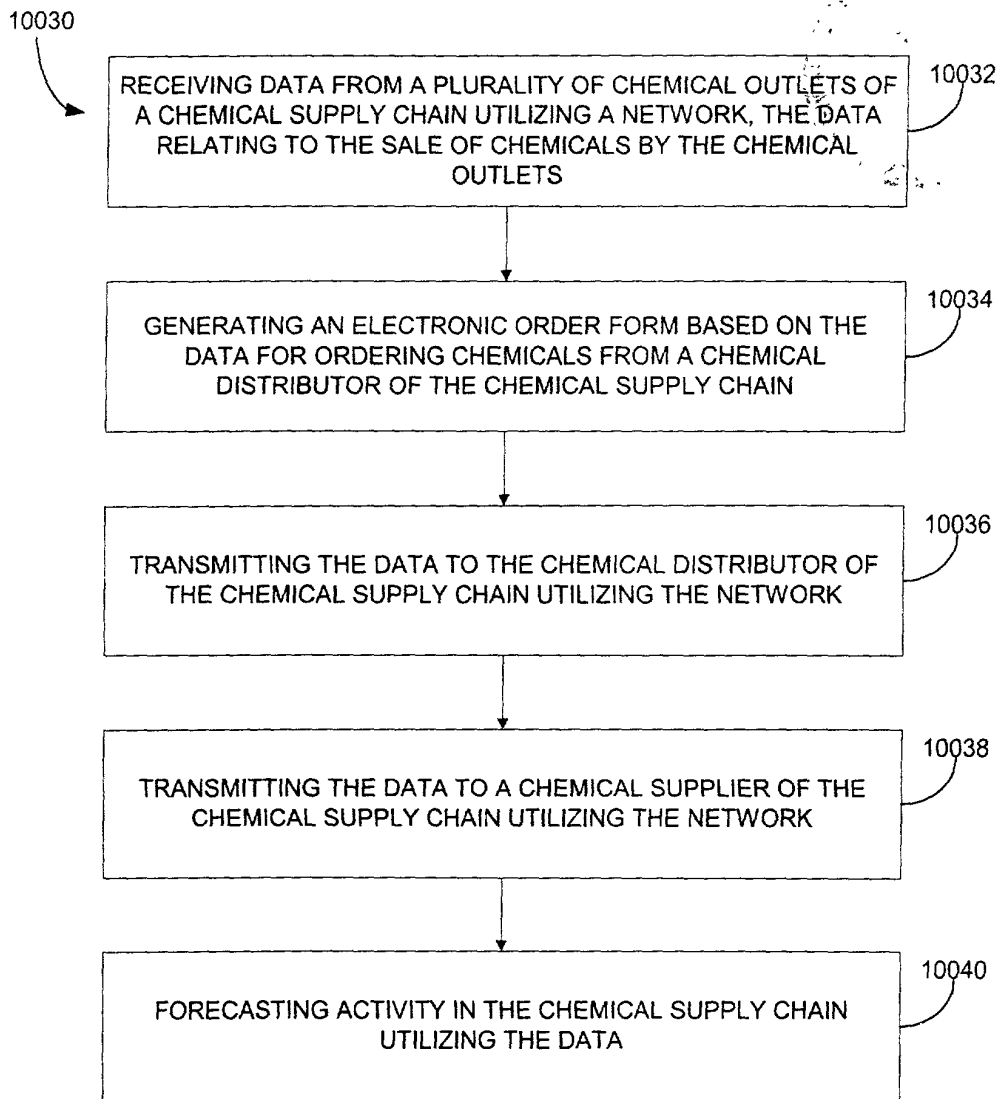
**FIG. 97**



**FIG. 98**

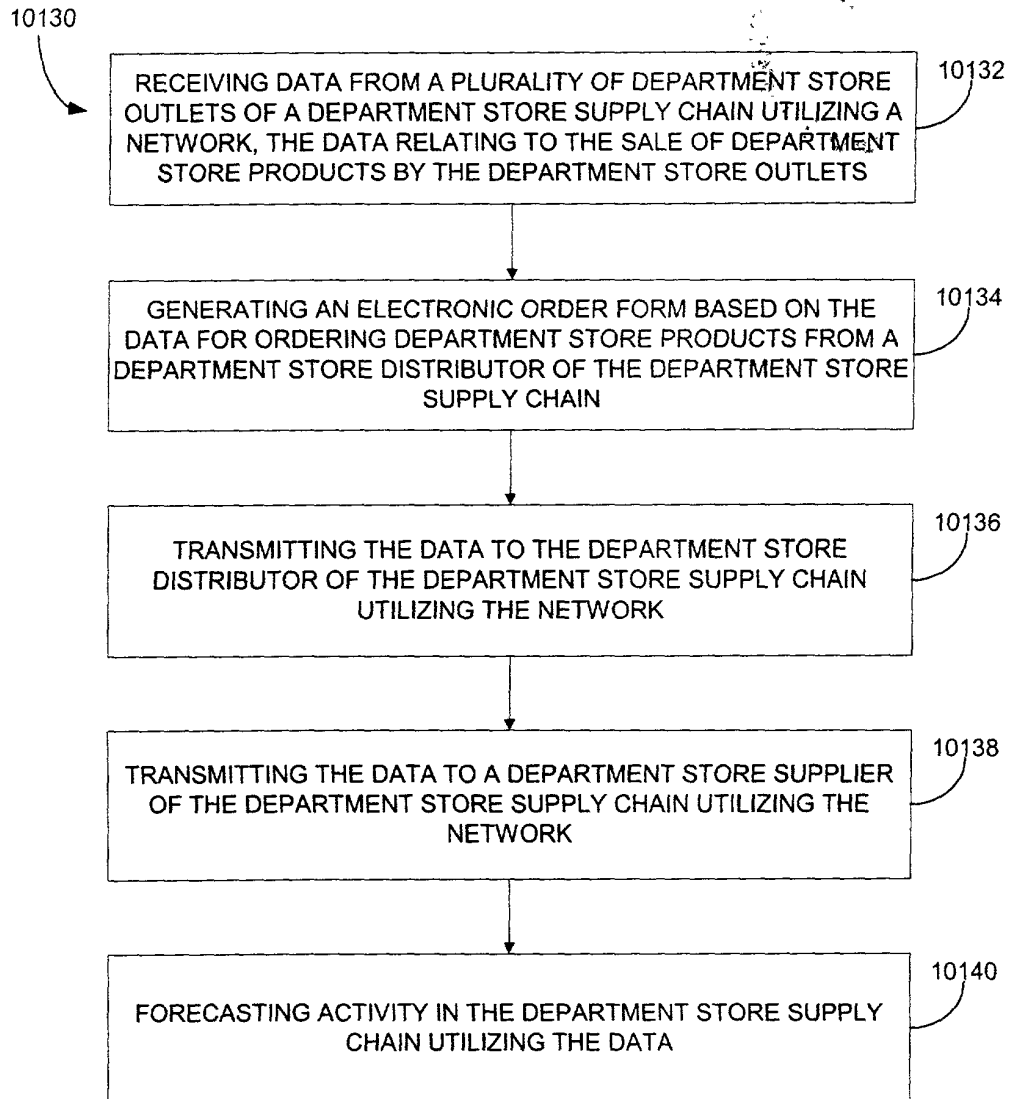


**FIG. 99**

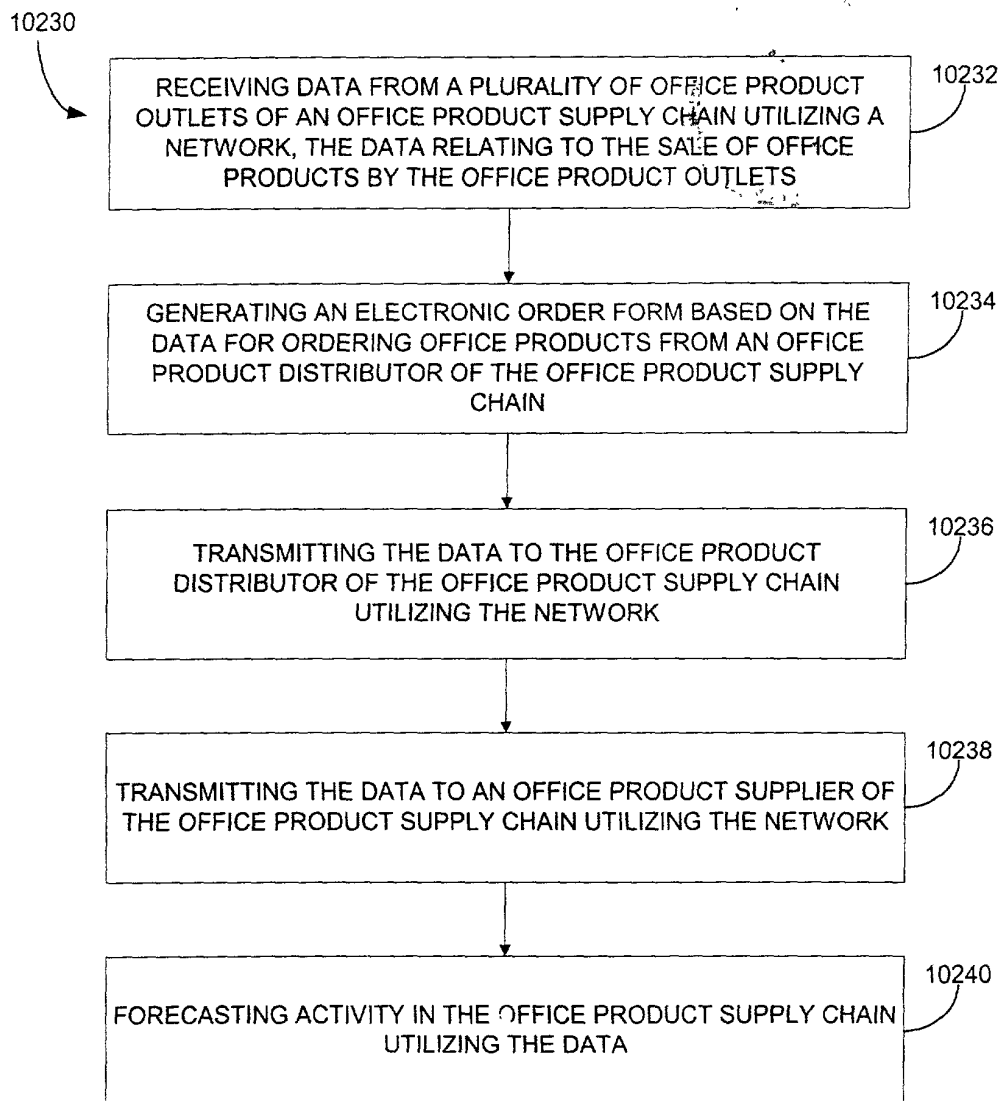


**FIG. 100**



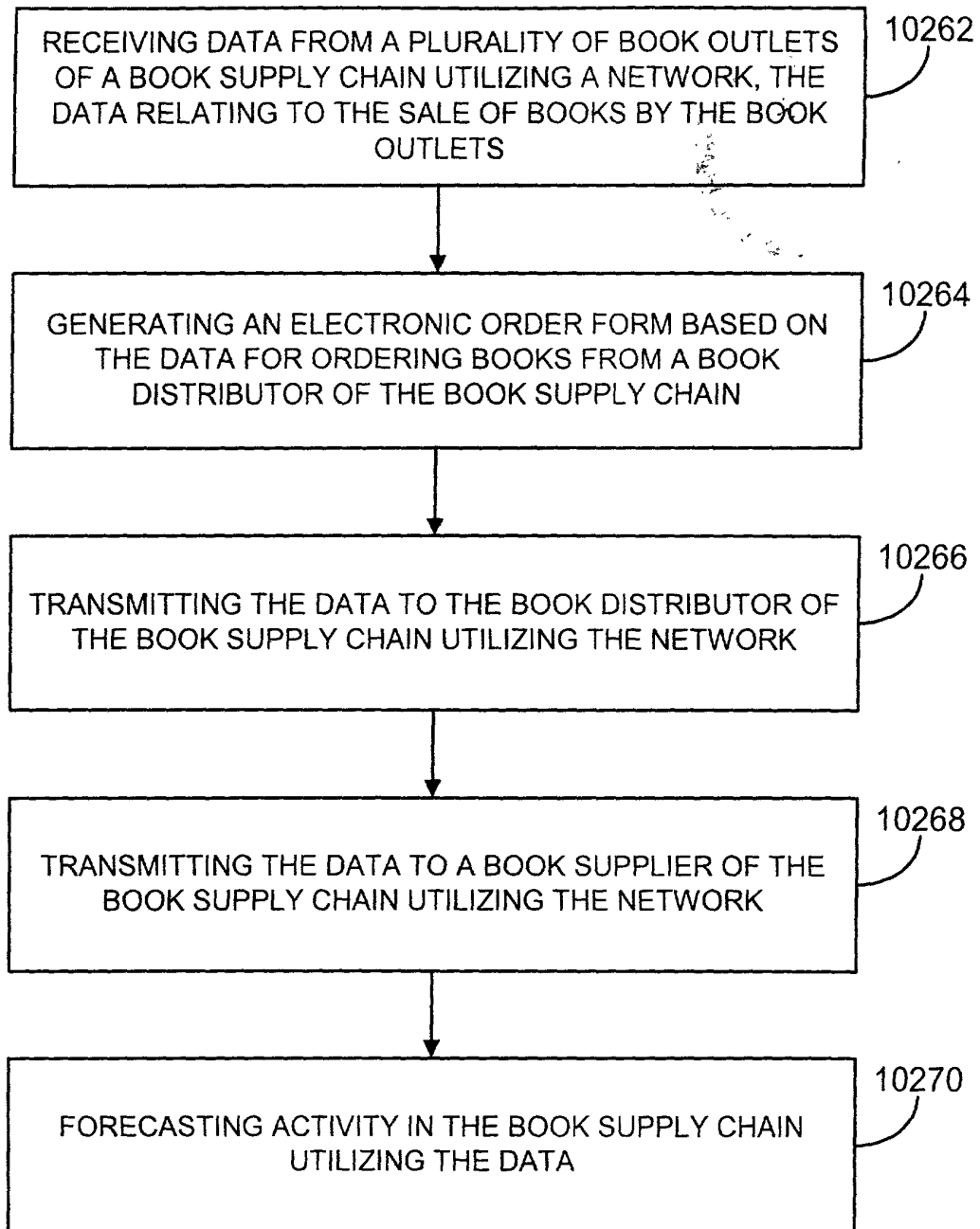


**FIG. 101**

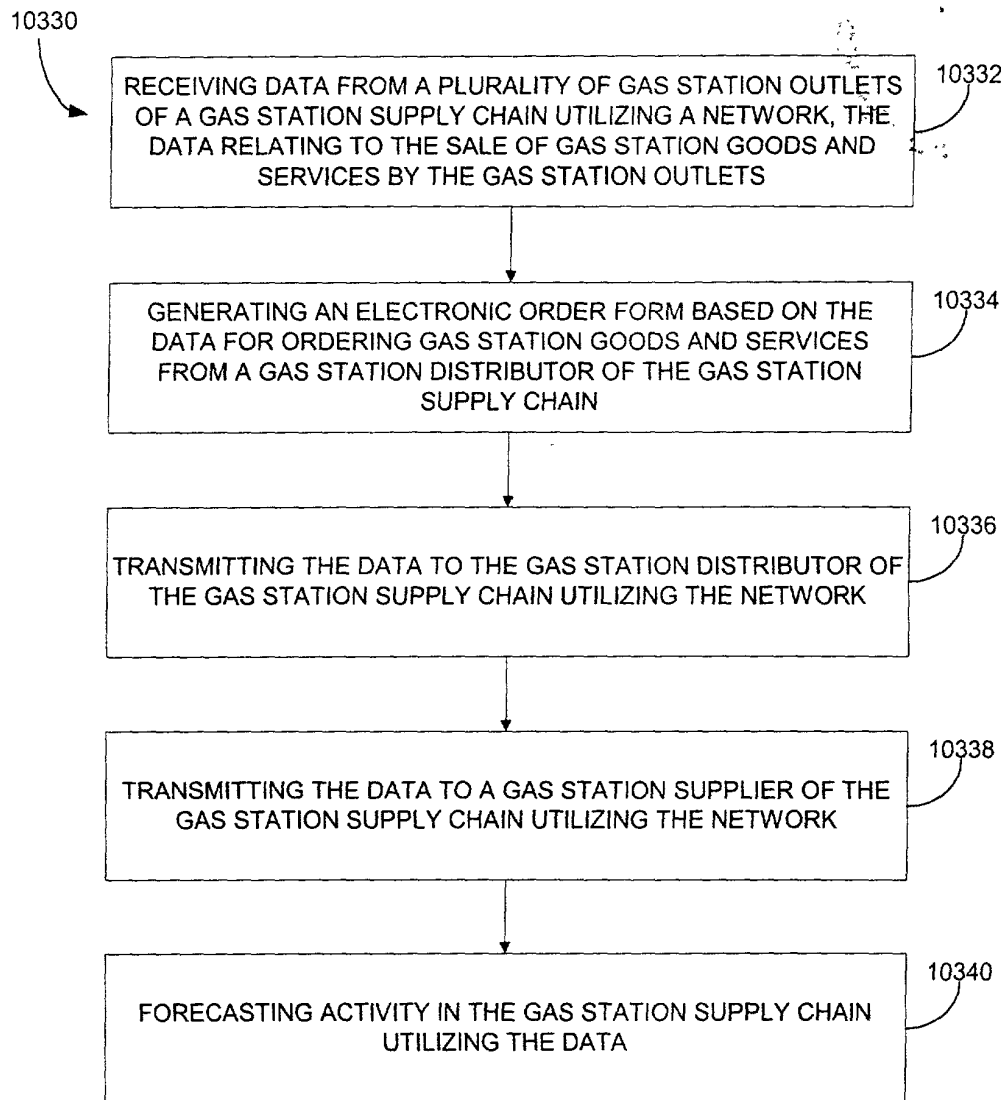


**FIG. 102A**

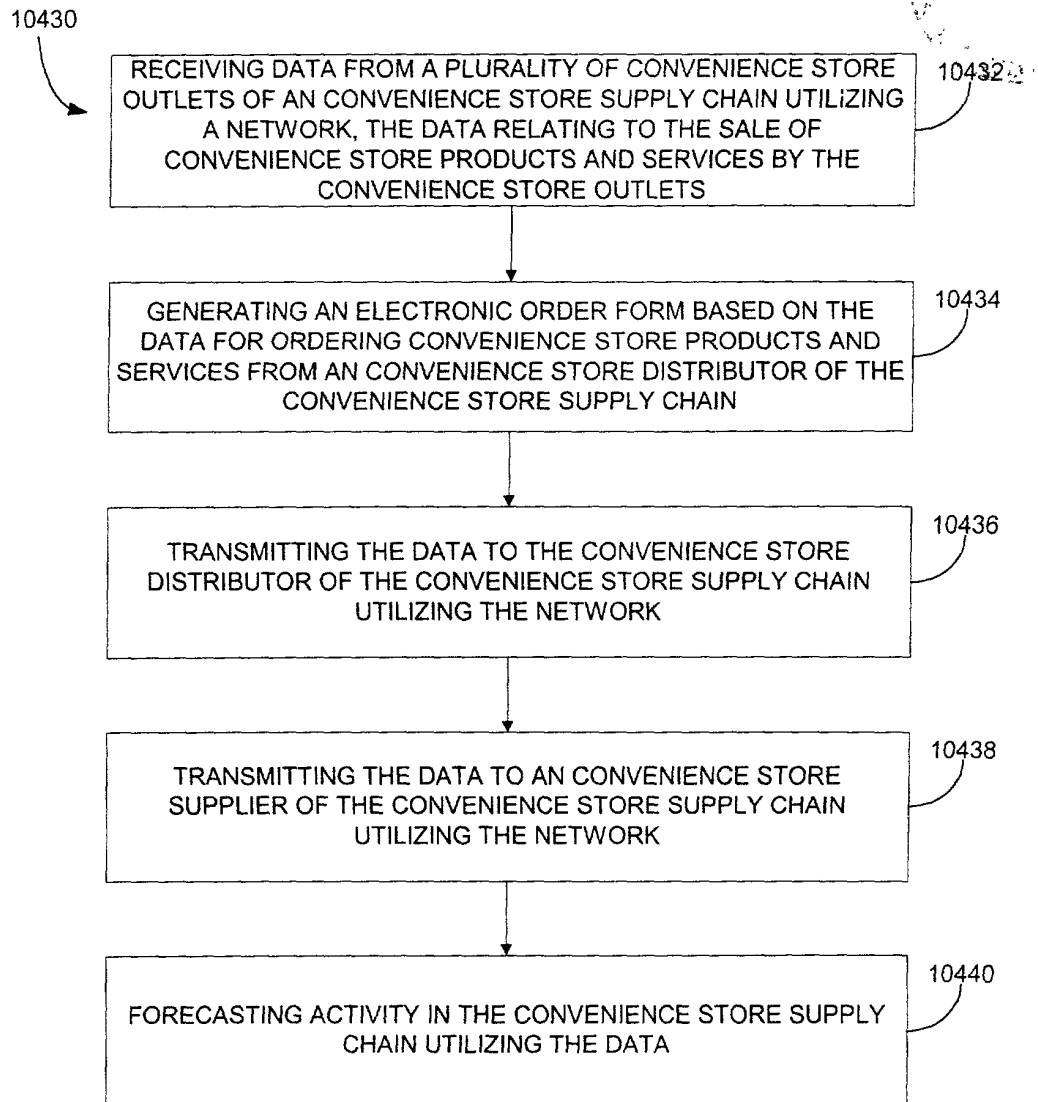
10260



**FIG. 102B**

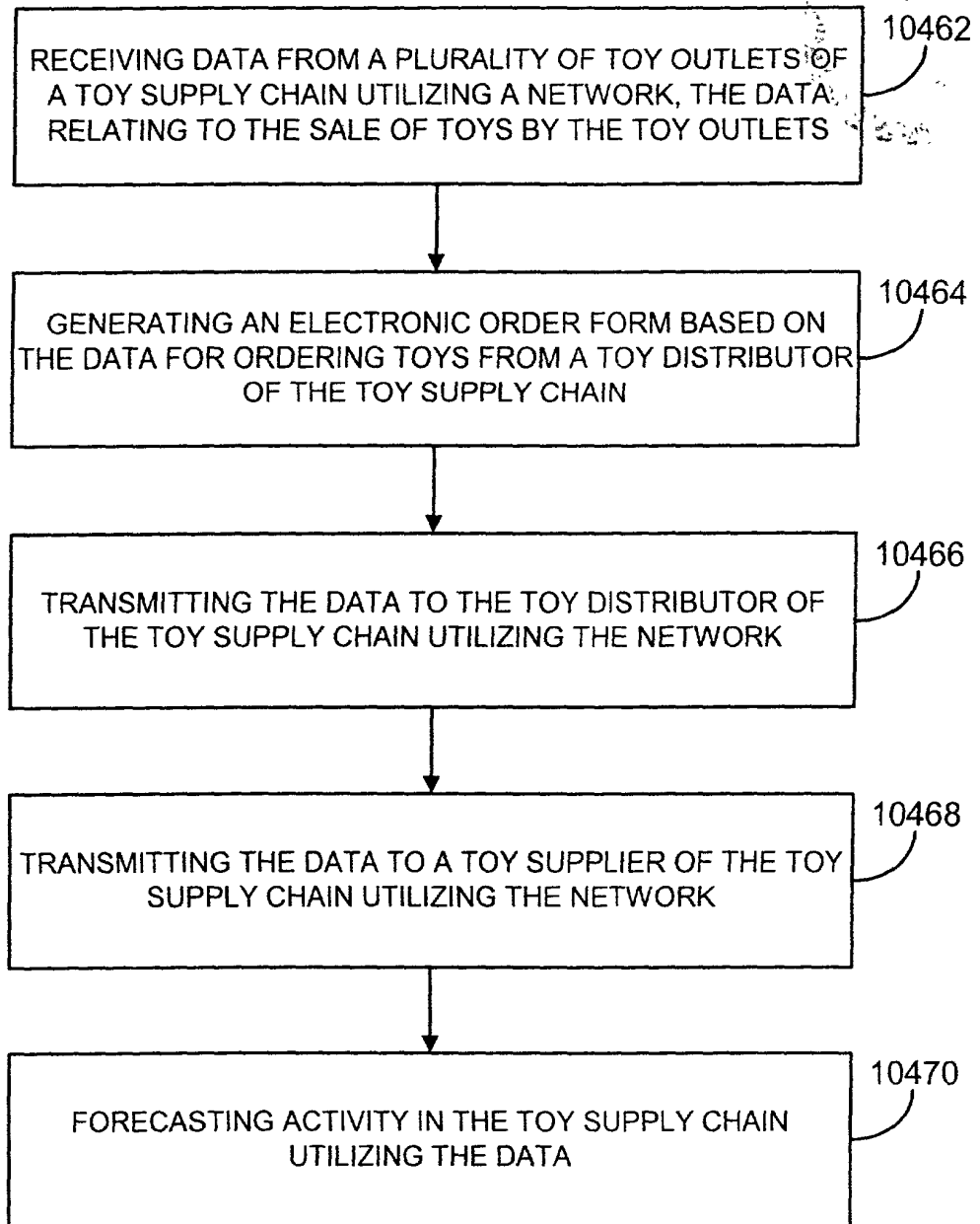


**FIG. 103**

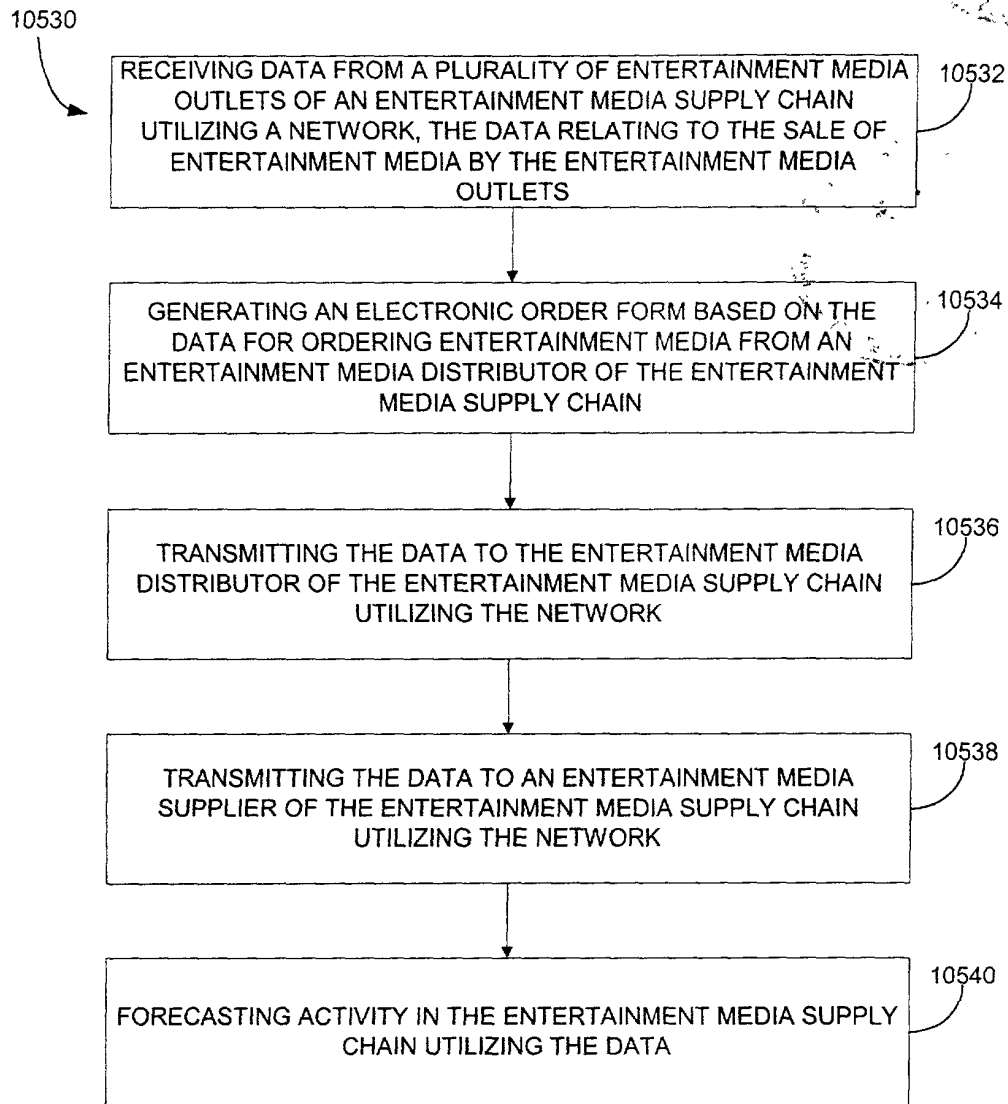


**FIG. 104A**

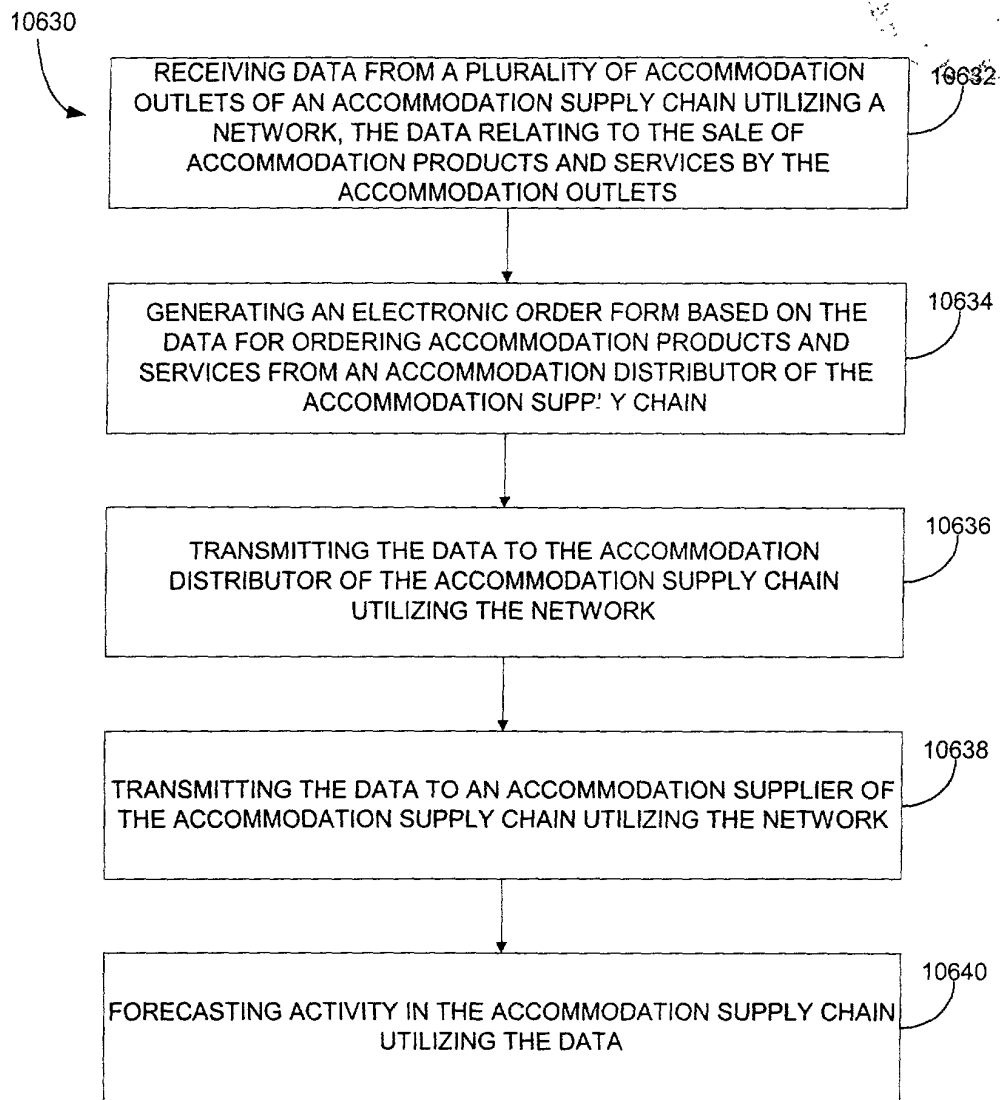
10460



**FIG. 104B**

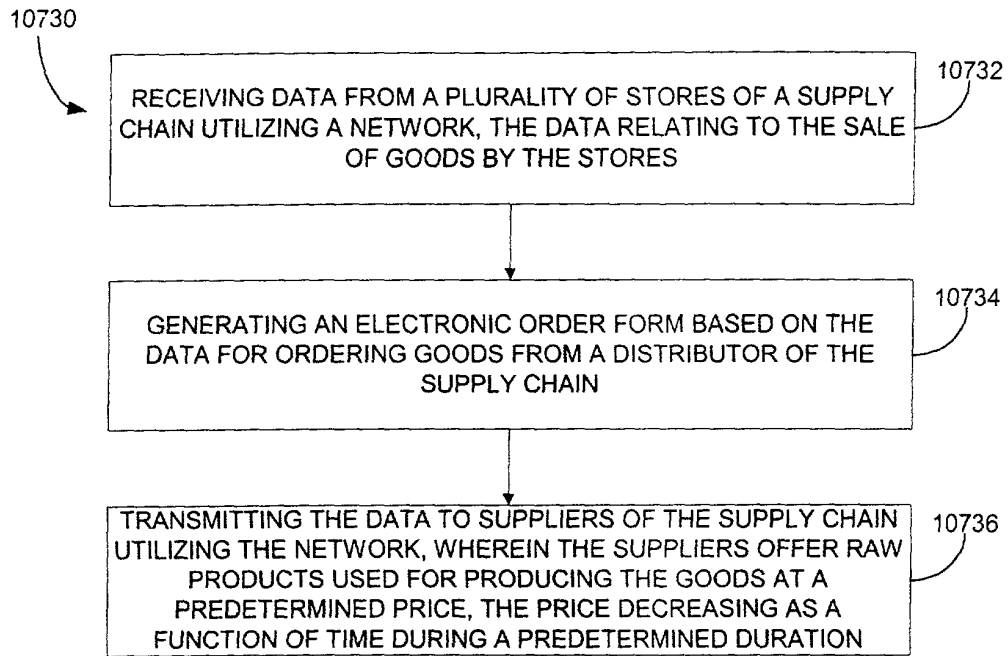


**FIG. 105**

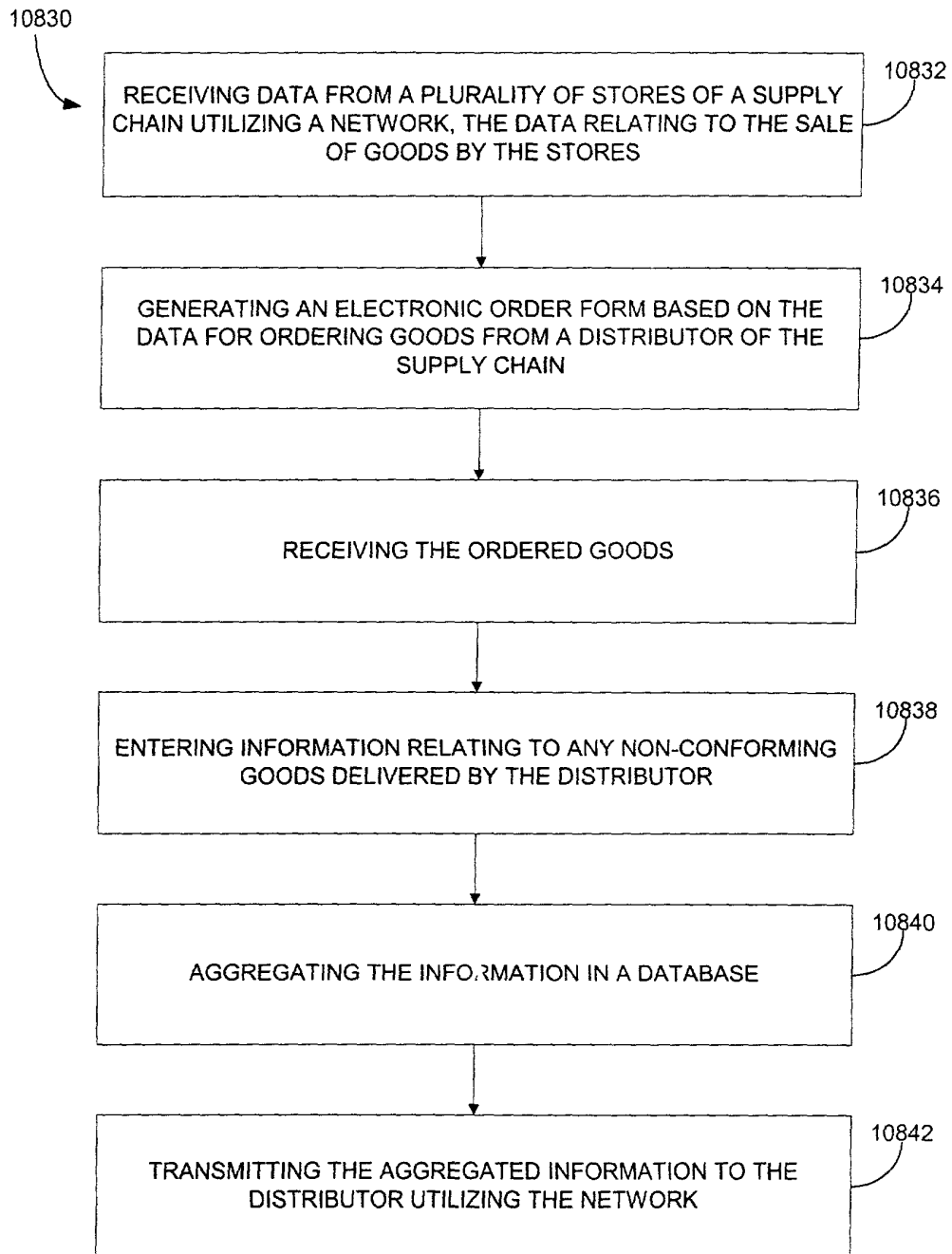


**FIG. 106**



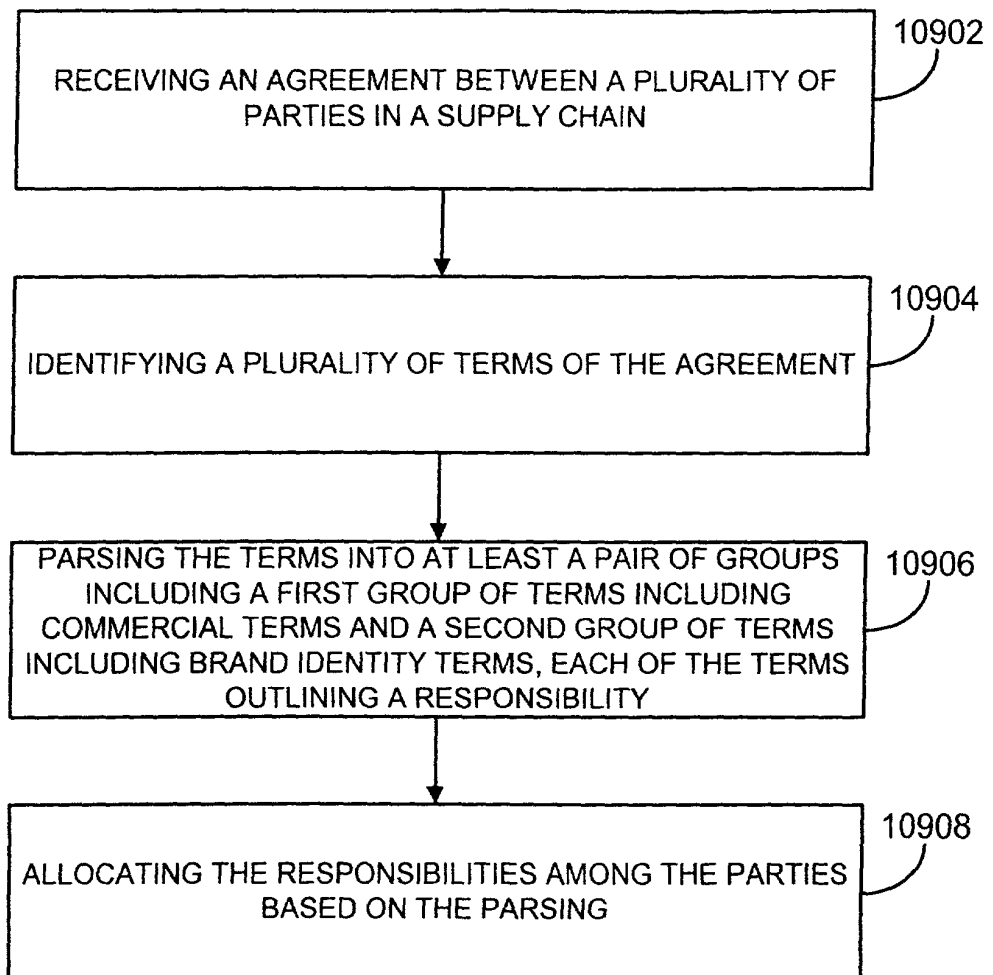


**FIG. 107**



**FIG. 108**

10900



**FIG. 109**

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

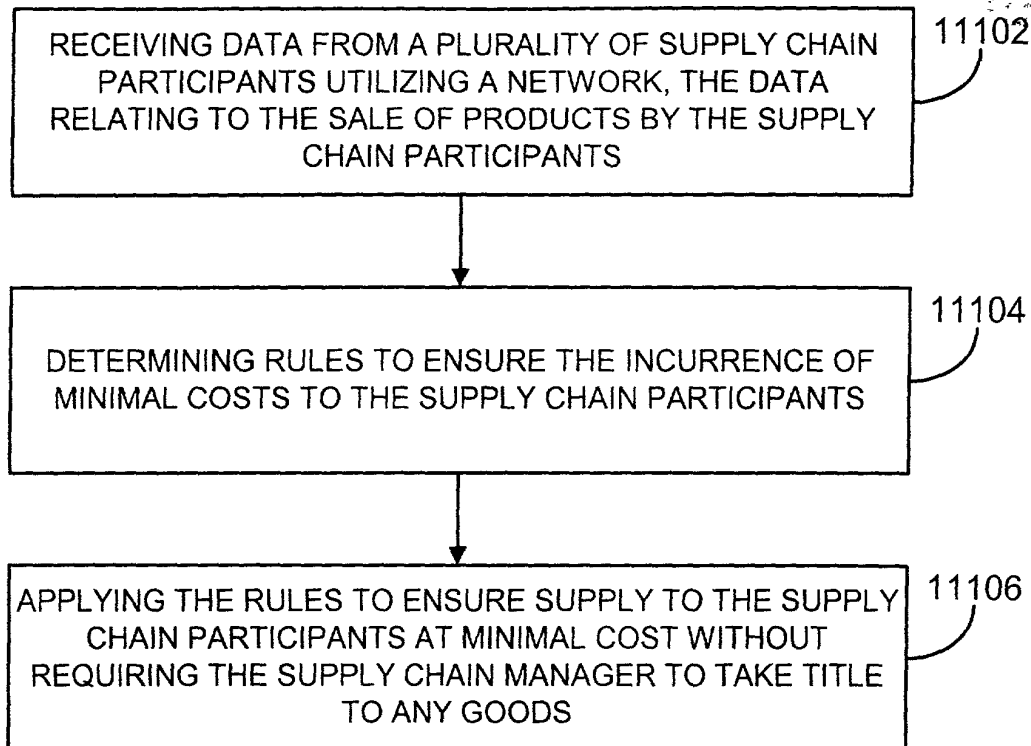
11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

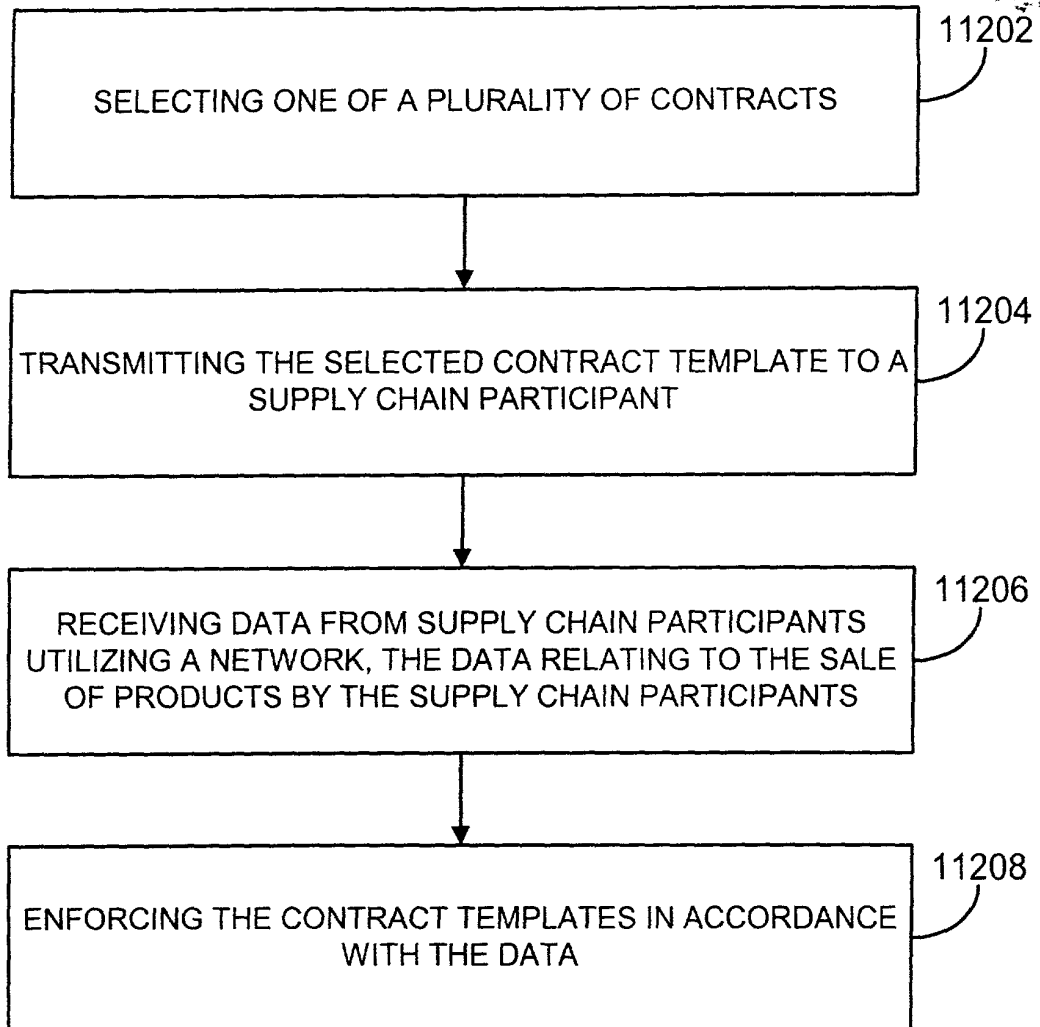
**FIG. 110**

11100



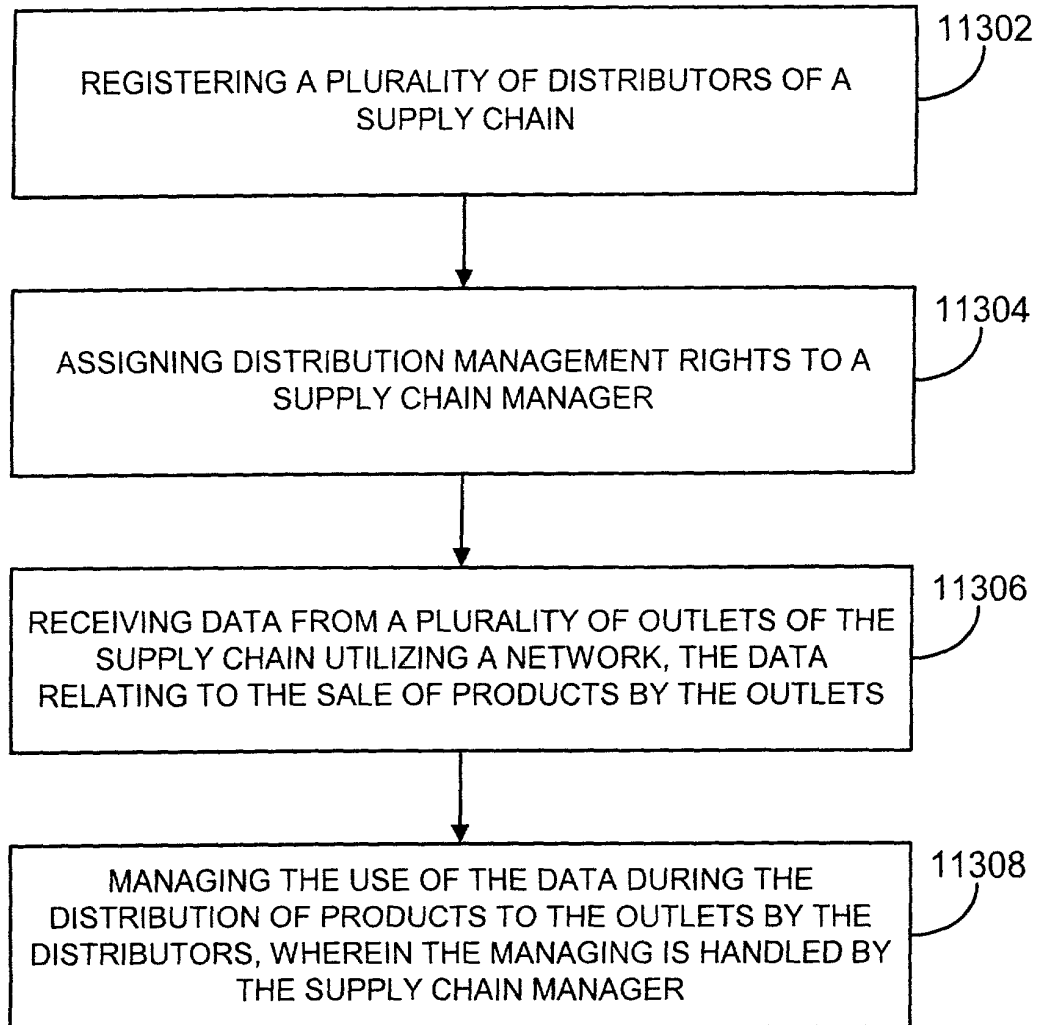
**FIG. 111**

11200



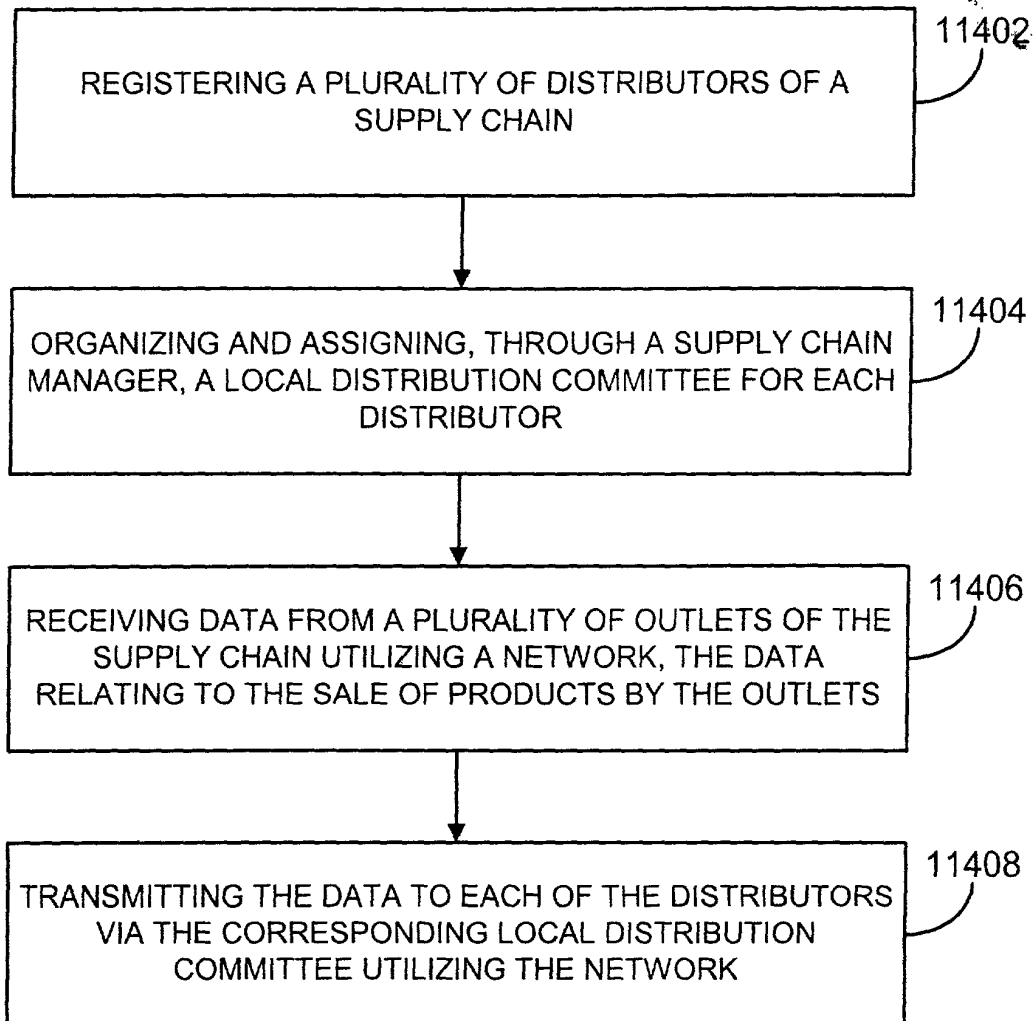
**FIG. 112**

11300



**FIG. 113**

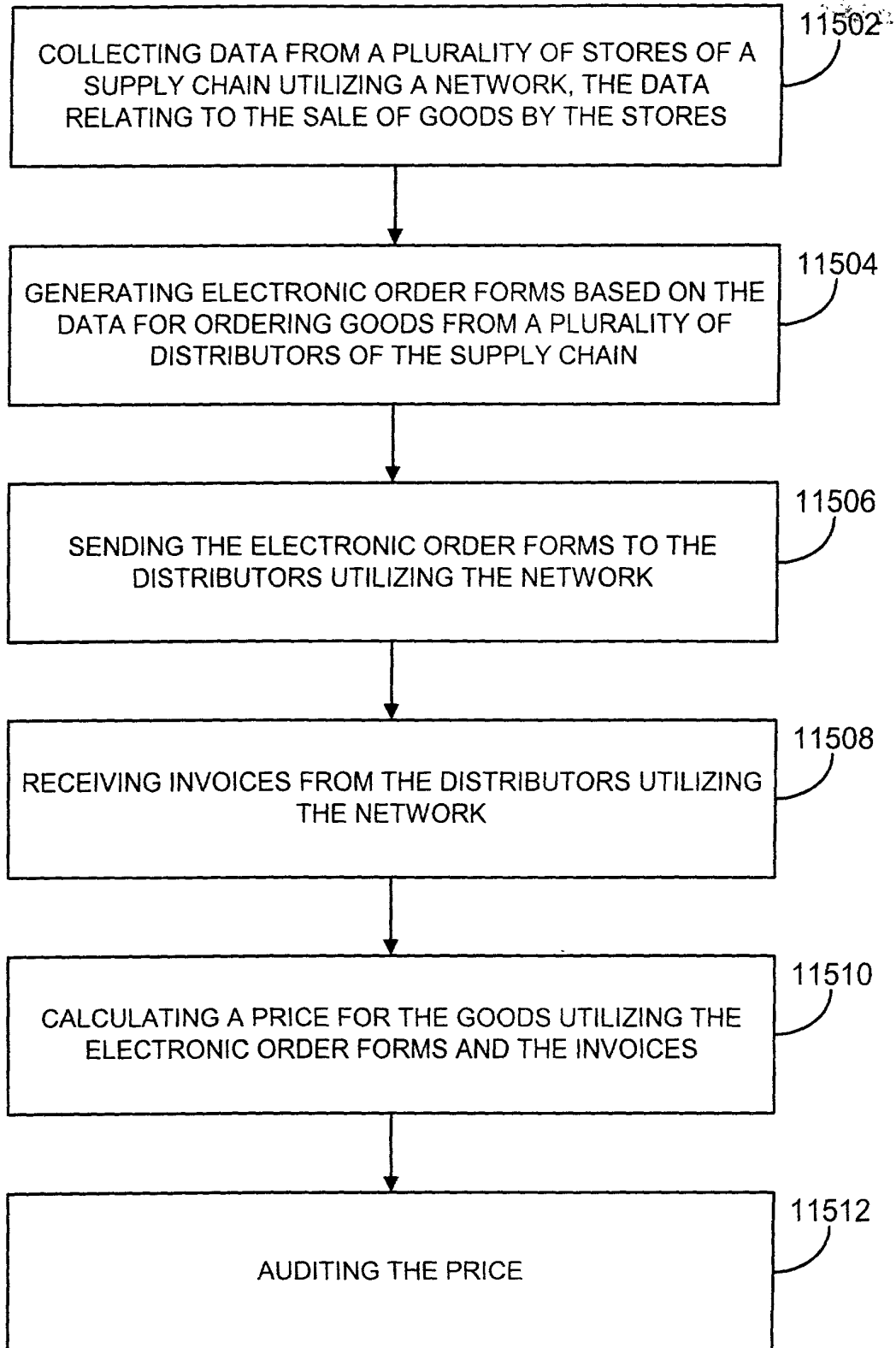
11400



**FIG. 114**

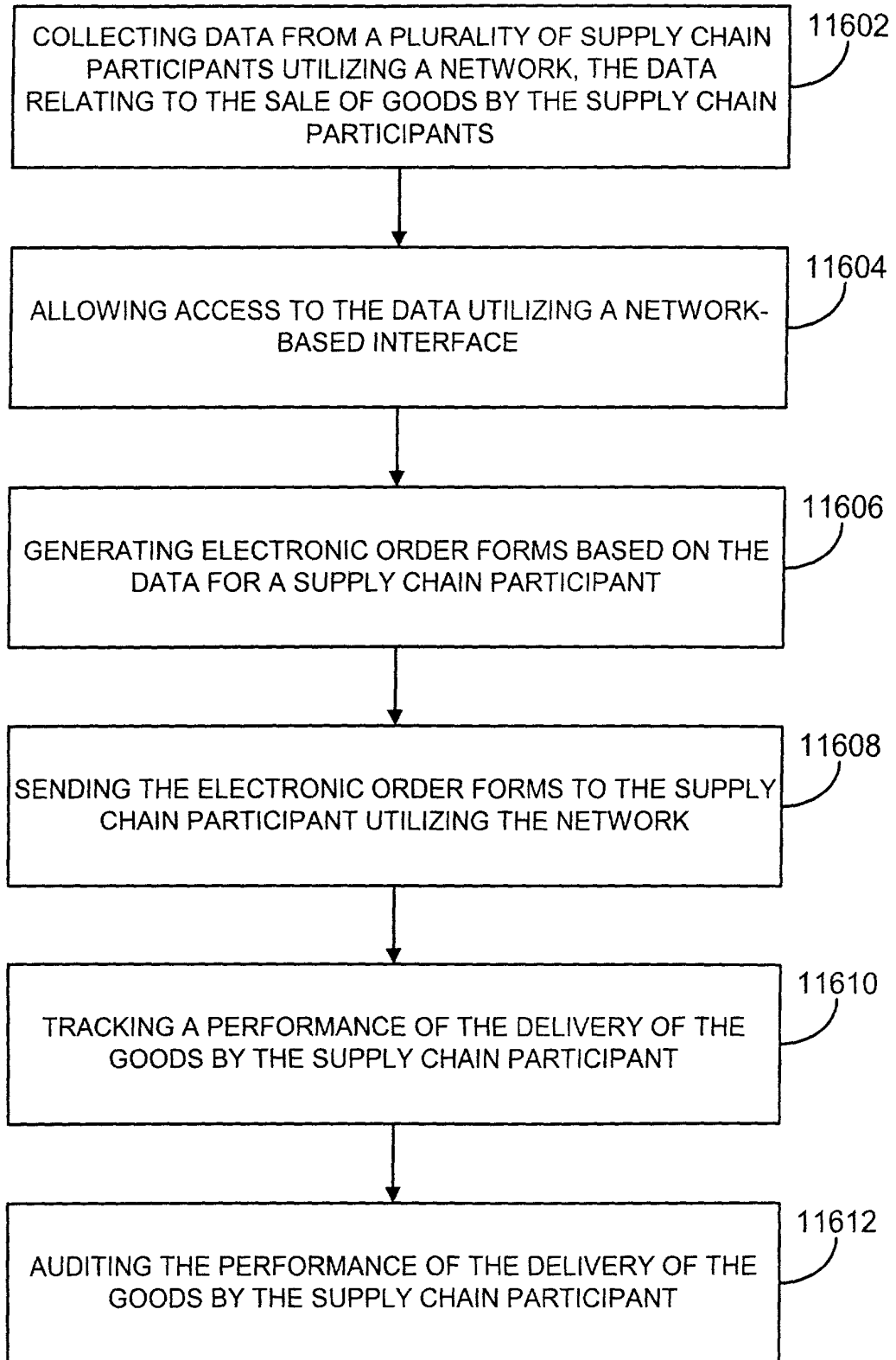


11500



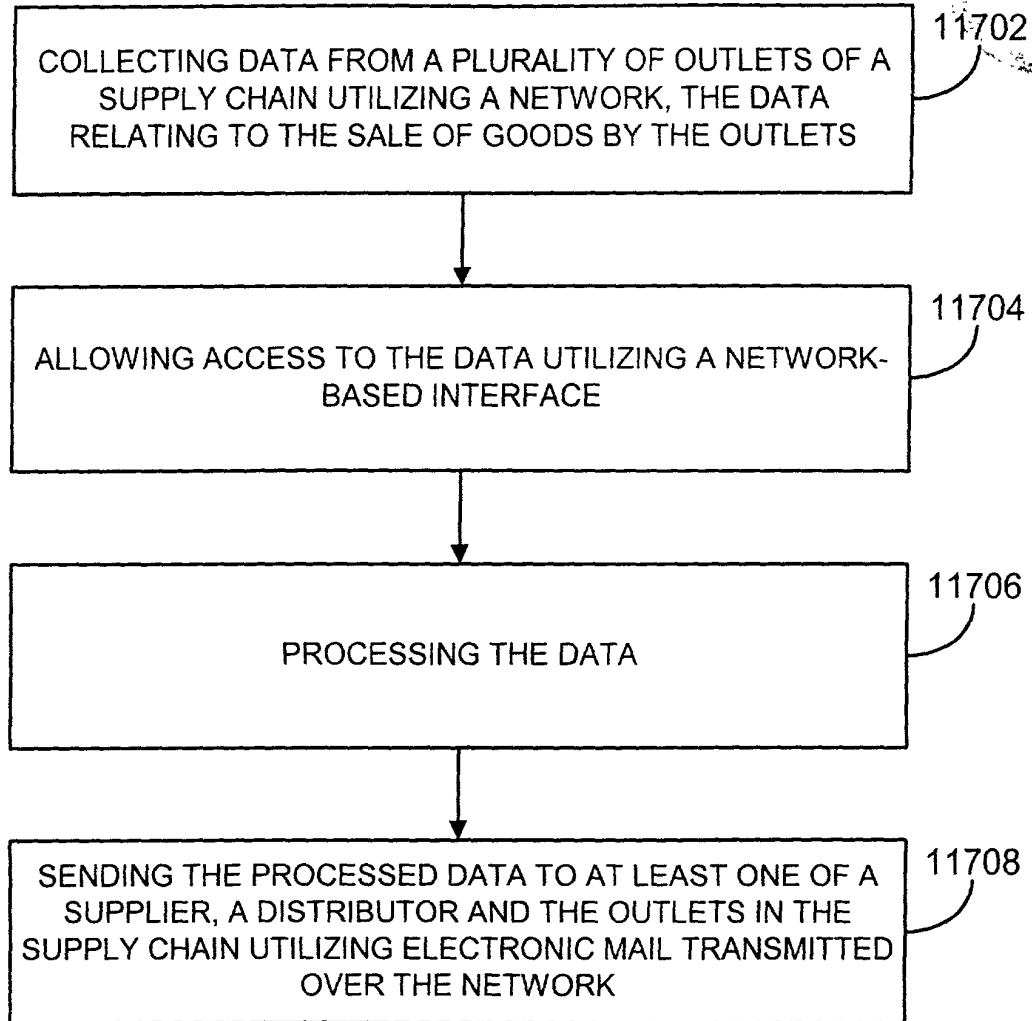
**FIG. 115**

11600



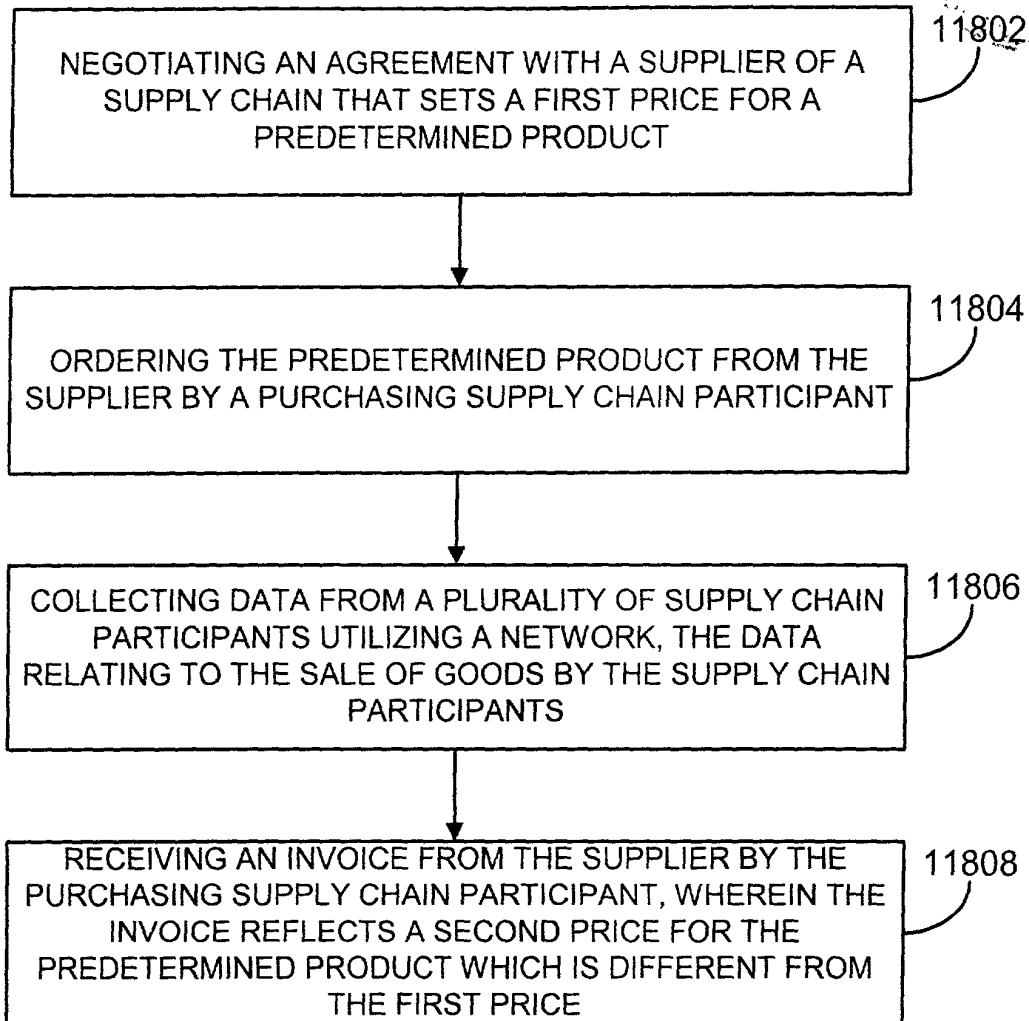
**FIG. 116**

11700



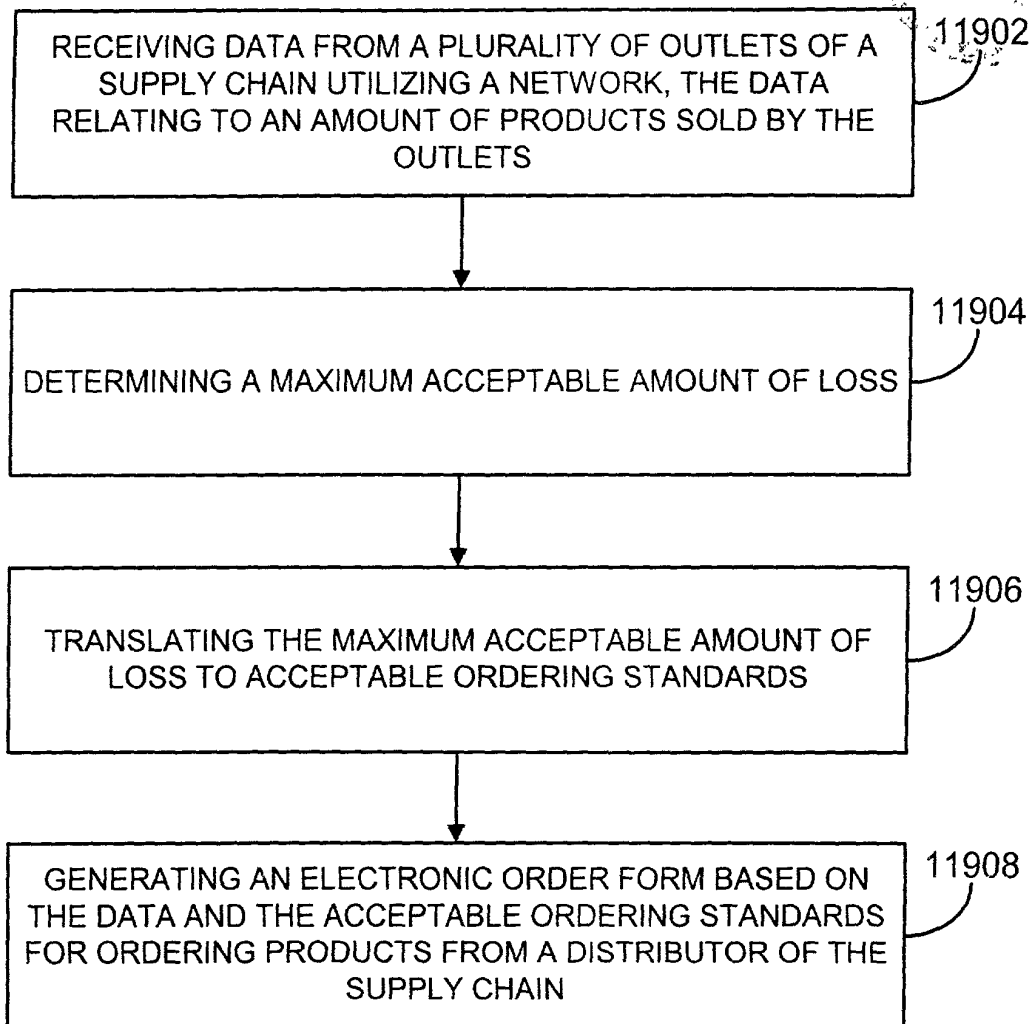
**FIG. 117**

11800



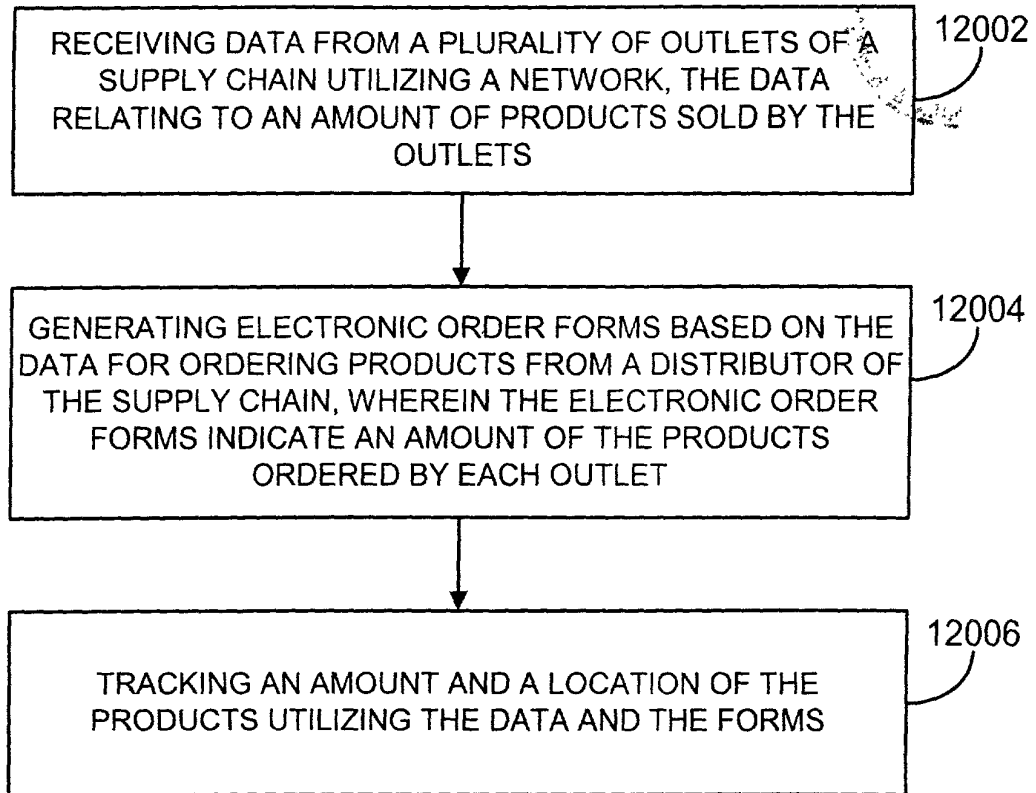
**FIG. 118**

11900



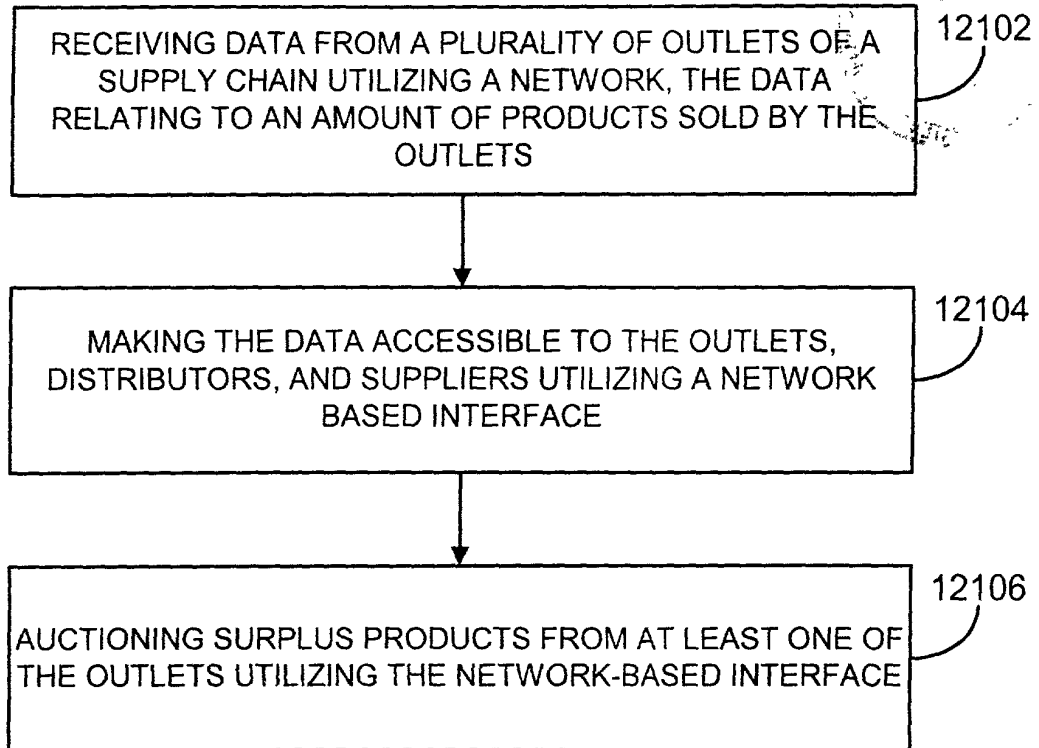
**FIG. 119**

12000



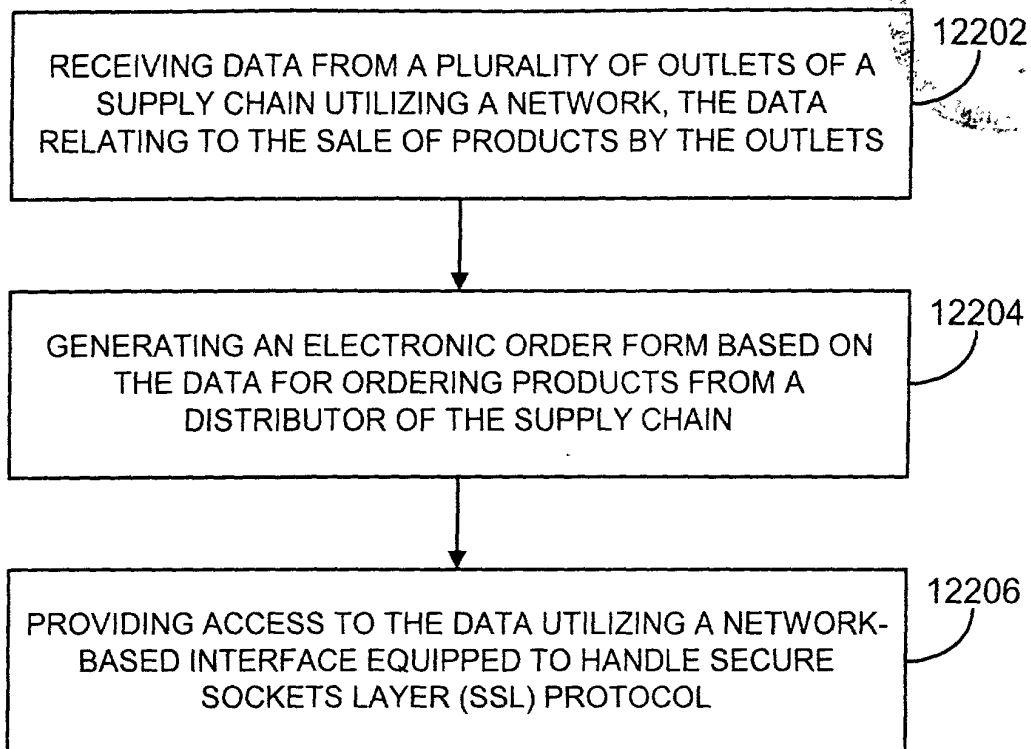
**FIG. 120**

12100



**FIG. 121**

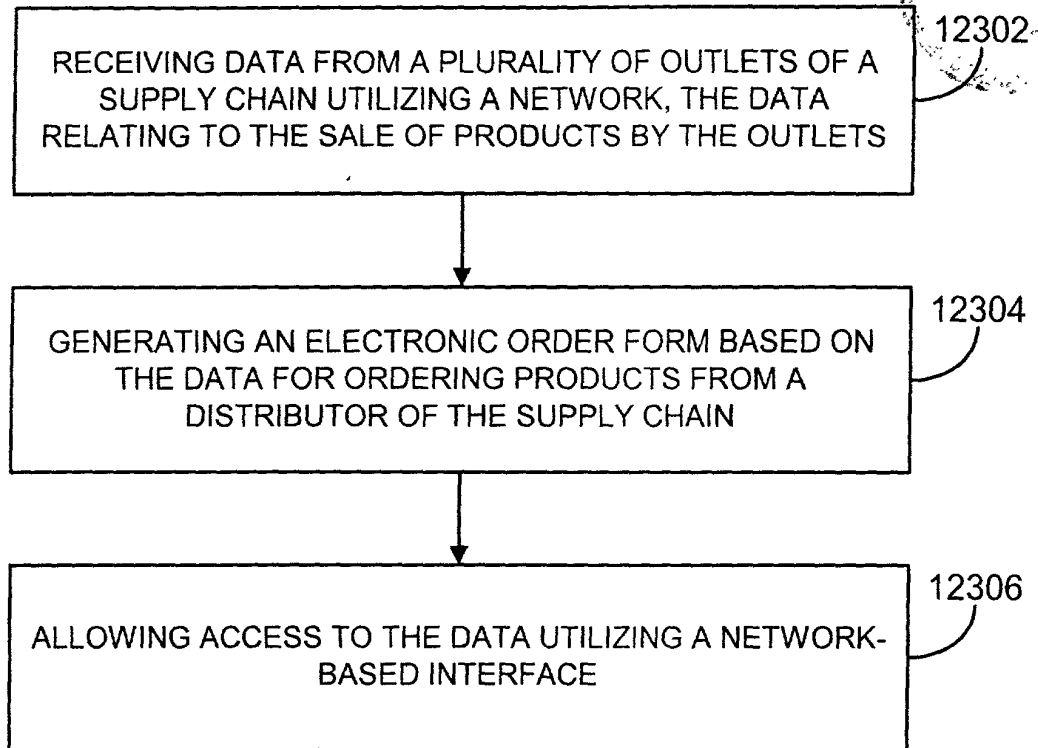
12200



**FIG. 122**

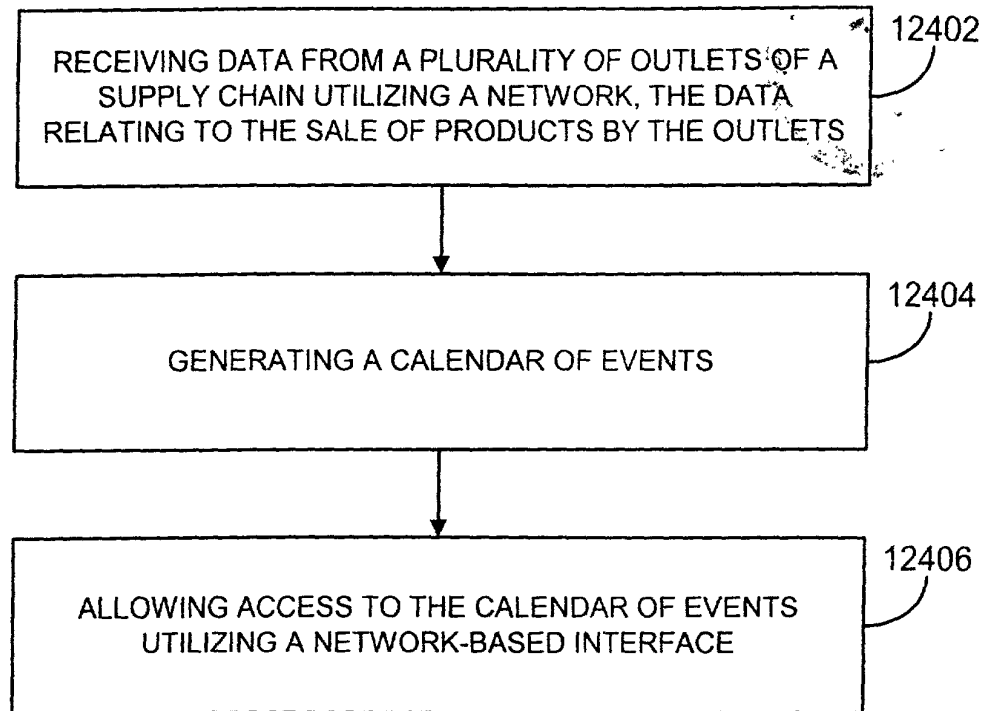


12300



**FIG. 123**

12400



**FIG. 124**

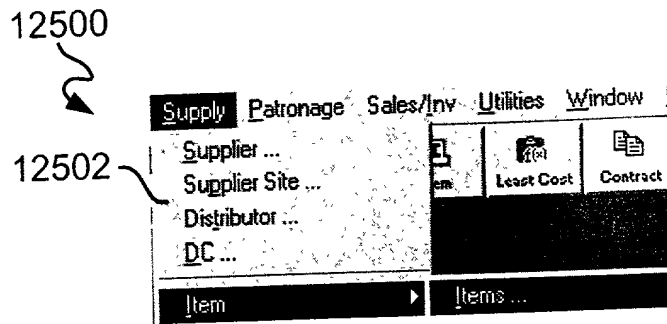


FIG. 125

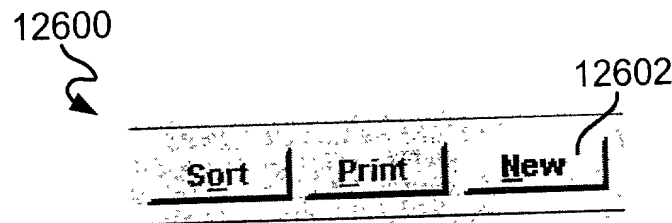


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

FIG. 128

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

Item/FOB

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>	<input type="text"/> <input type="text"/> <input type="text"/>	<b>BarCode:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

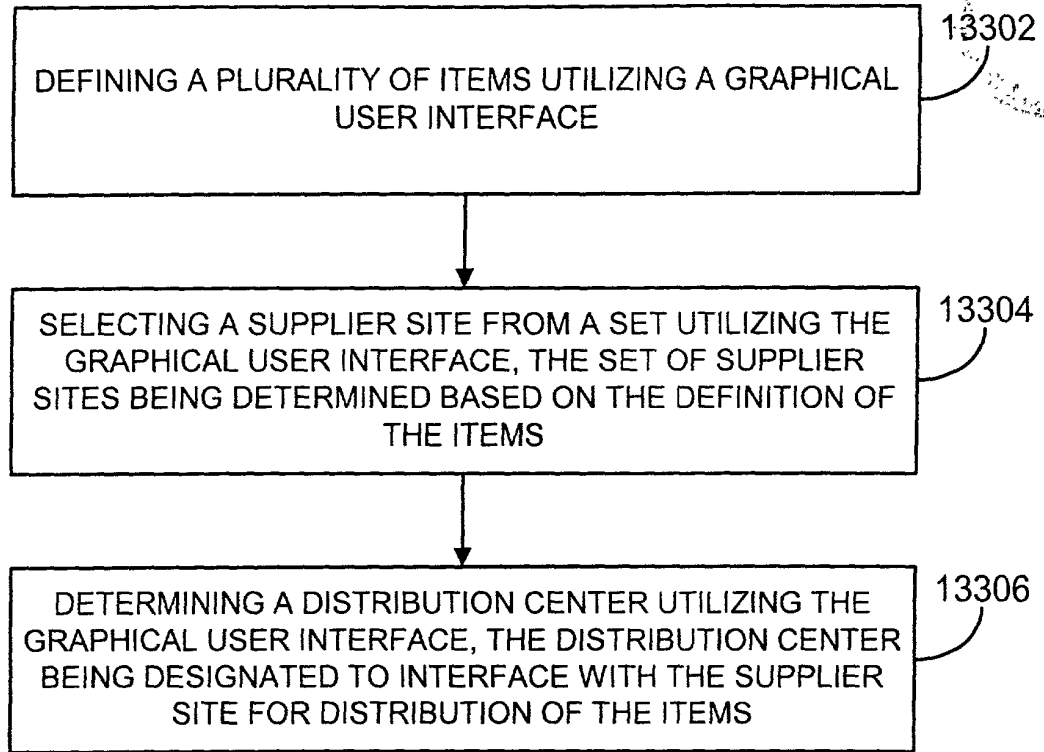
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	
<b>Status:</b>	Active <input type="checkbox"/>	<b>Railroad Name:</b> <input type="text"/>
		<b>Rail Sidings:</b> <input type="text"/>

FIG. 132

13300



**FIG. 133**

13400

<b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE	<b>Begin:</b> 7/1/96	<b>End:</b> 9/1/96	<b>Final:</b> <input type="checkbox"/>
<b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No <b>Apply By:</b> Cell <input type="button" value="v"/>			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34 3200	34.3900	0 8400	35.2300
34 3200	34.3900	0 2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



13800

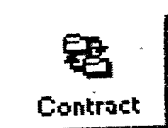


FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

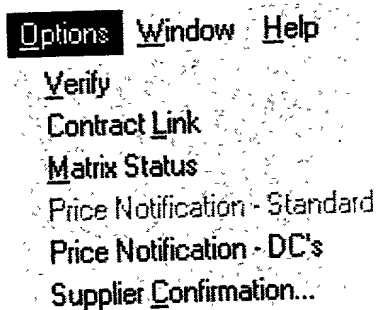


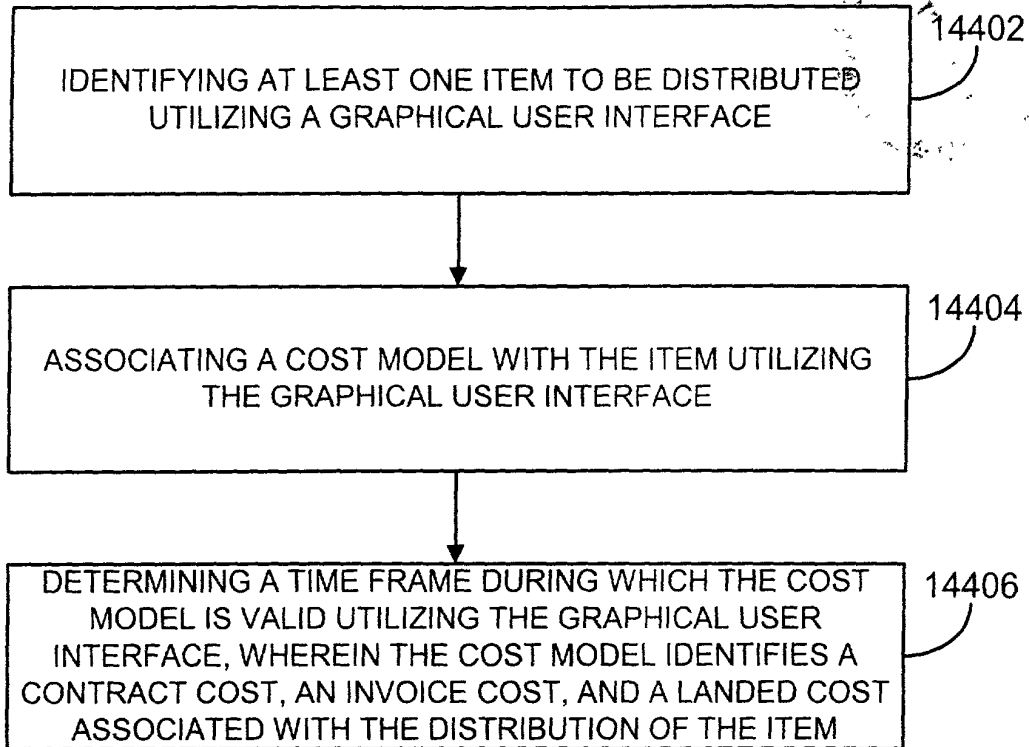
FIG. 141

14300

<u>C</u> ost	▶	Edit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

FIG. 147

14800

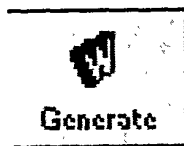


FIG. 148

14900

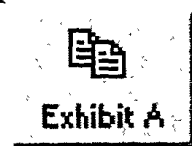


FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



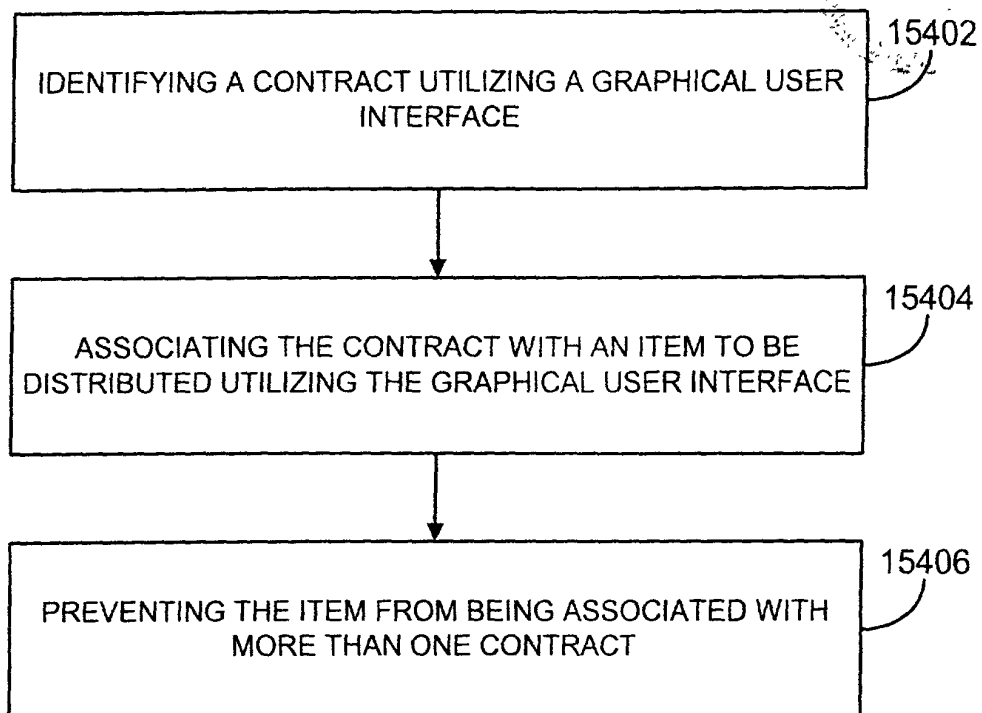
FIG. 152

15300



FIG. 153

15400



**FIG. 154**



15600

Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers						
<b>Proposal Information</b> <div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> </div> <div> <div>Proposal Name: Foam Hot Cups &amp; Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> </div> <div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div>								
<b>Actions</b> <table border="1"> <thead> <tr> <th>#</th> <th>Date:</th> <th>Action Description:</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup</td> </tr> </tbody> </table>			#	Date:	Action Description:	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup						

FIG. 156

FO 3040 2497860

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158



15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description  
MAYO-BULK

FOB Price Component

Mayonaise Components	↓
(None Selected)	
Generic FOB Pricing	
Mayonaise Components	

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

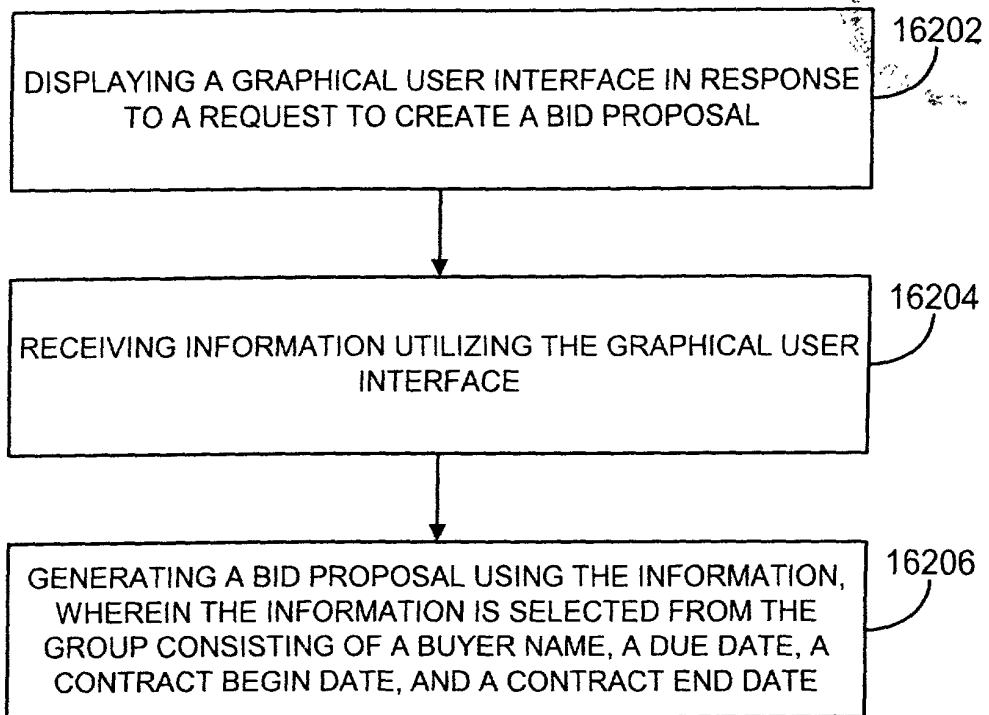
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

FOIA b 7 - Exempt

16200



**FIG. 162**

16300

**Templates | Create Bid**

**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>		?	N
<b>BK Specification Request</b>		?	N
<b>FOB Price Component</b>		?	Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

**FIG. 164**

16500

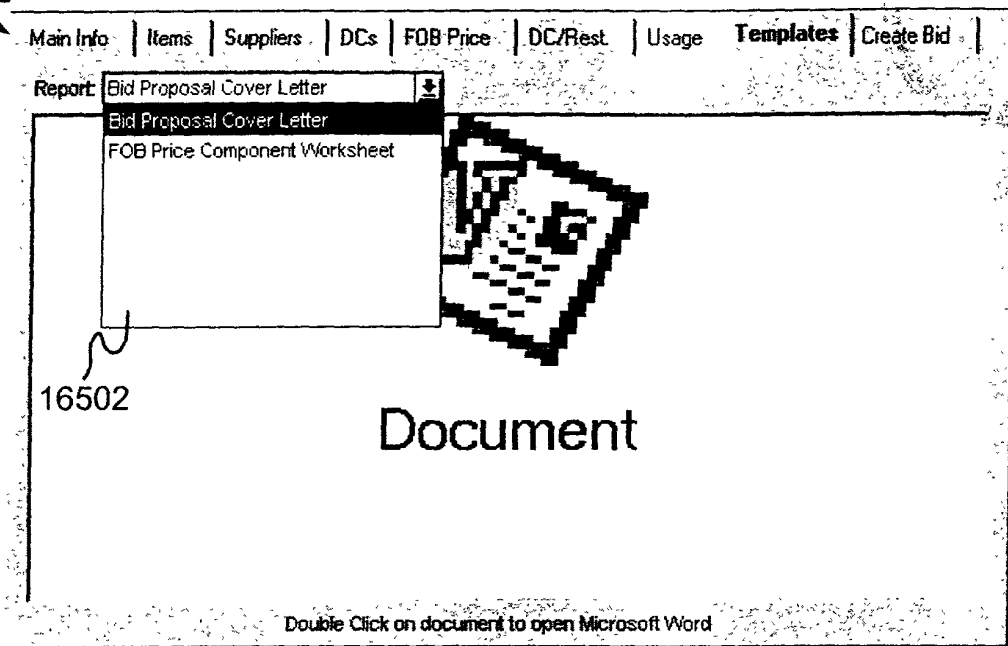


FIG. 165

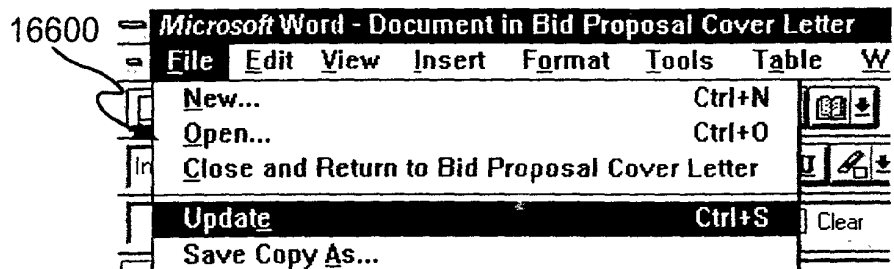


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

**General**

<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed  
by system if necessary

**Cost**

<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>

**Blank Sheets**

<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>

FIG. 167

16800

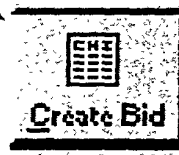


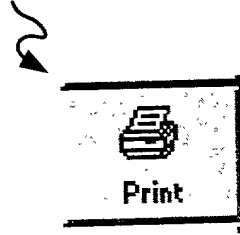
FIG. 168

16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter FOB Price Component Worksheet General Terms & Conditions <b>Item Information Worksheet</b> LTL Freight Worksheet Sample Supply Agreement Supplier Facility Worksheet	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b> ATTY DS

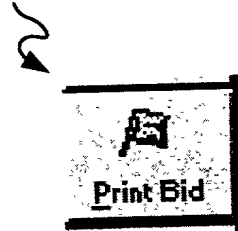
FIG. 169

17000



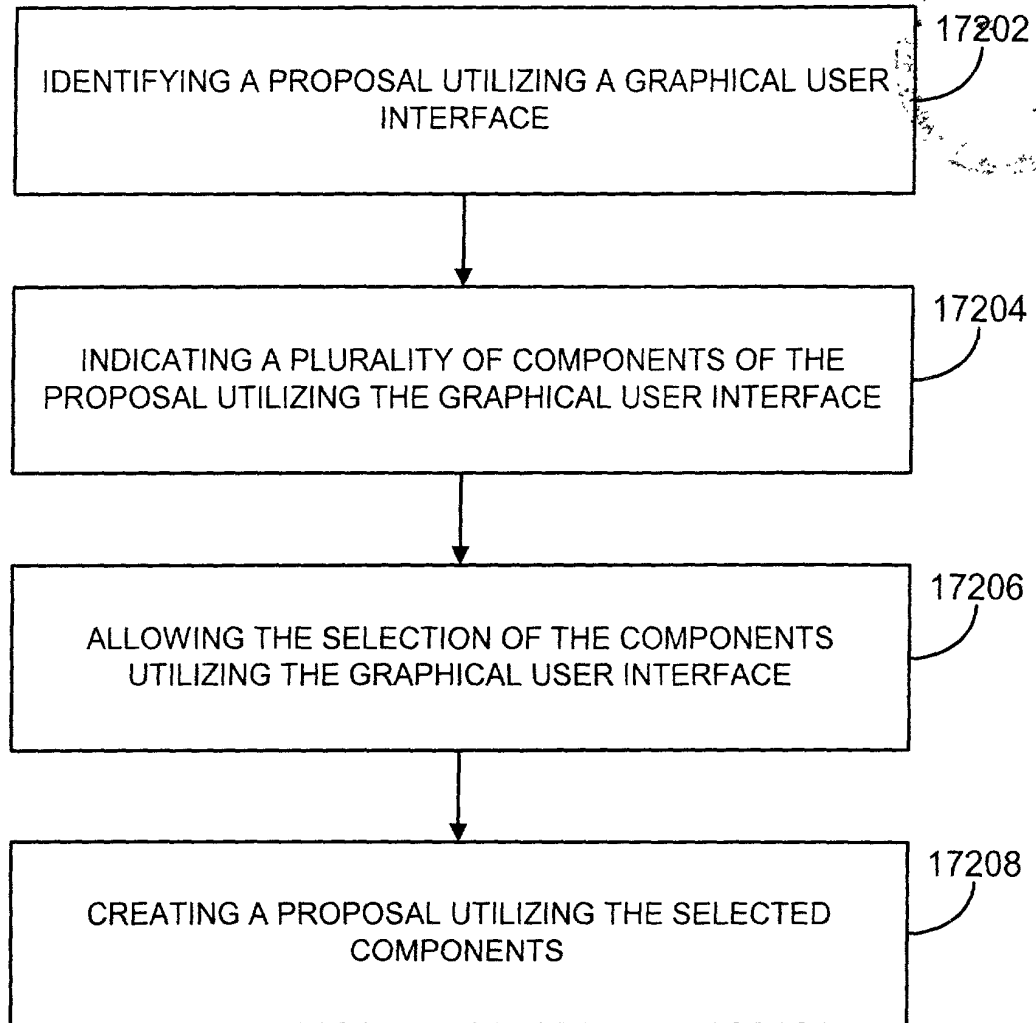
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**



17300



FIG. 173

17400

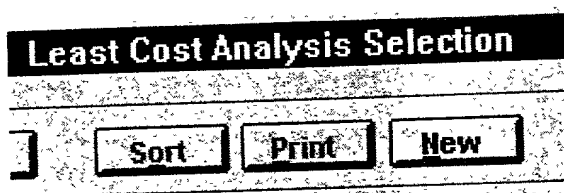


FIG. 174

17500

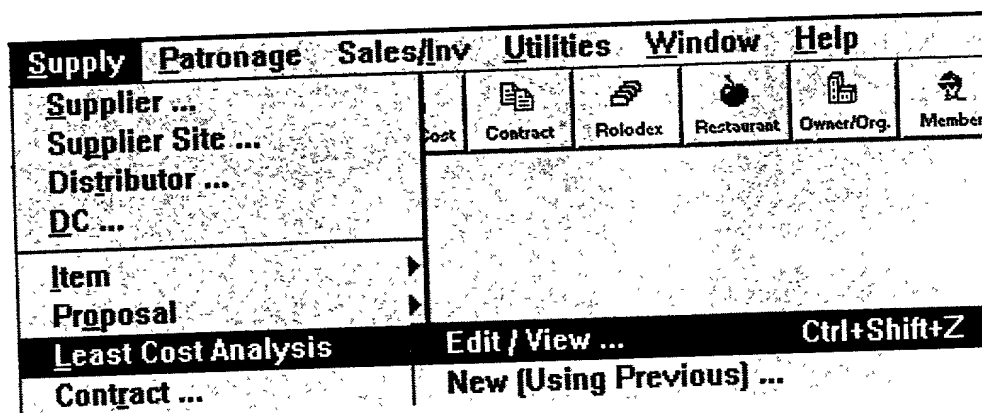


FIG. 175

109020-2049860

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

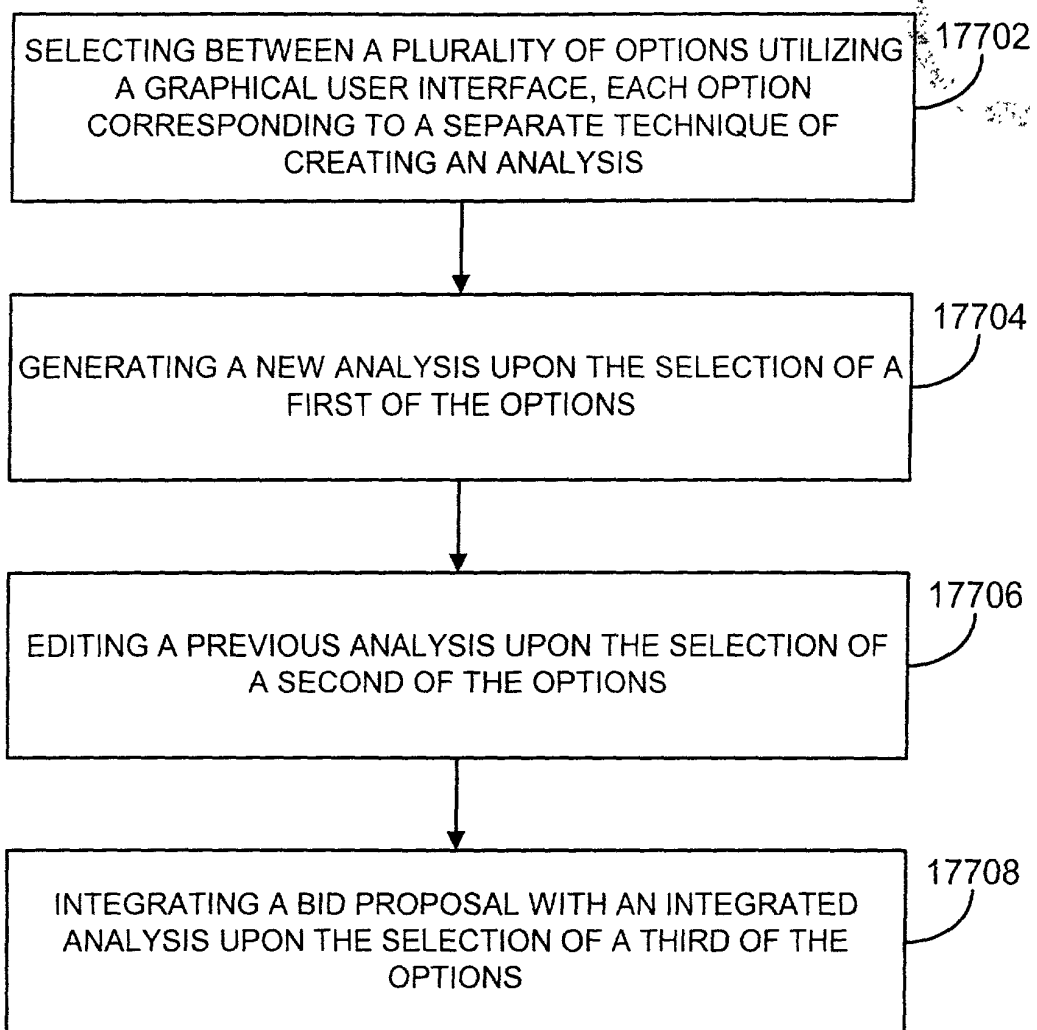
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

FOAM HOT CUPS & POLYSTYRENE LIDS

17700



**FIG. 177**

17800



<b>Analysis Name:</b>	Hash Brown Actual		
<b>Analysis ID:</b>	1036		
<b>Buyer:</b>	Dennis Clabby		
<b>Period of Agreement:</b>	10/1/97	THRU	9/30/98
<b>Unit Of Measure:</b>	CASE(S)		

FIG. 178

17900



<b>Version ( 1 ) of ( 9 )</b>		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
<b>Solution Strategy:</b>	Standard	<b>Last Revision:</b> 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

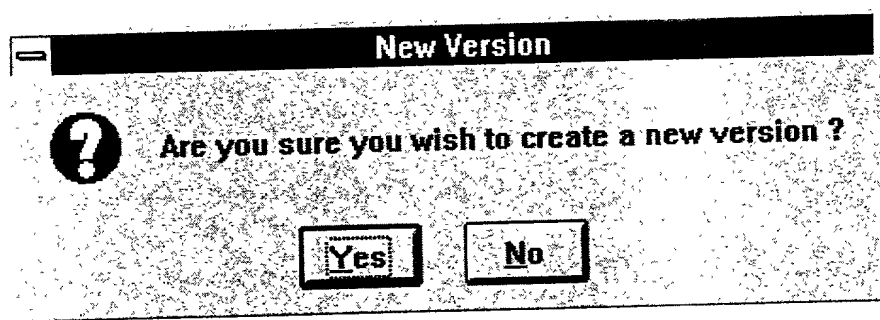
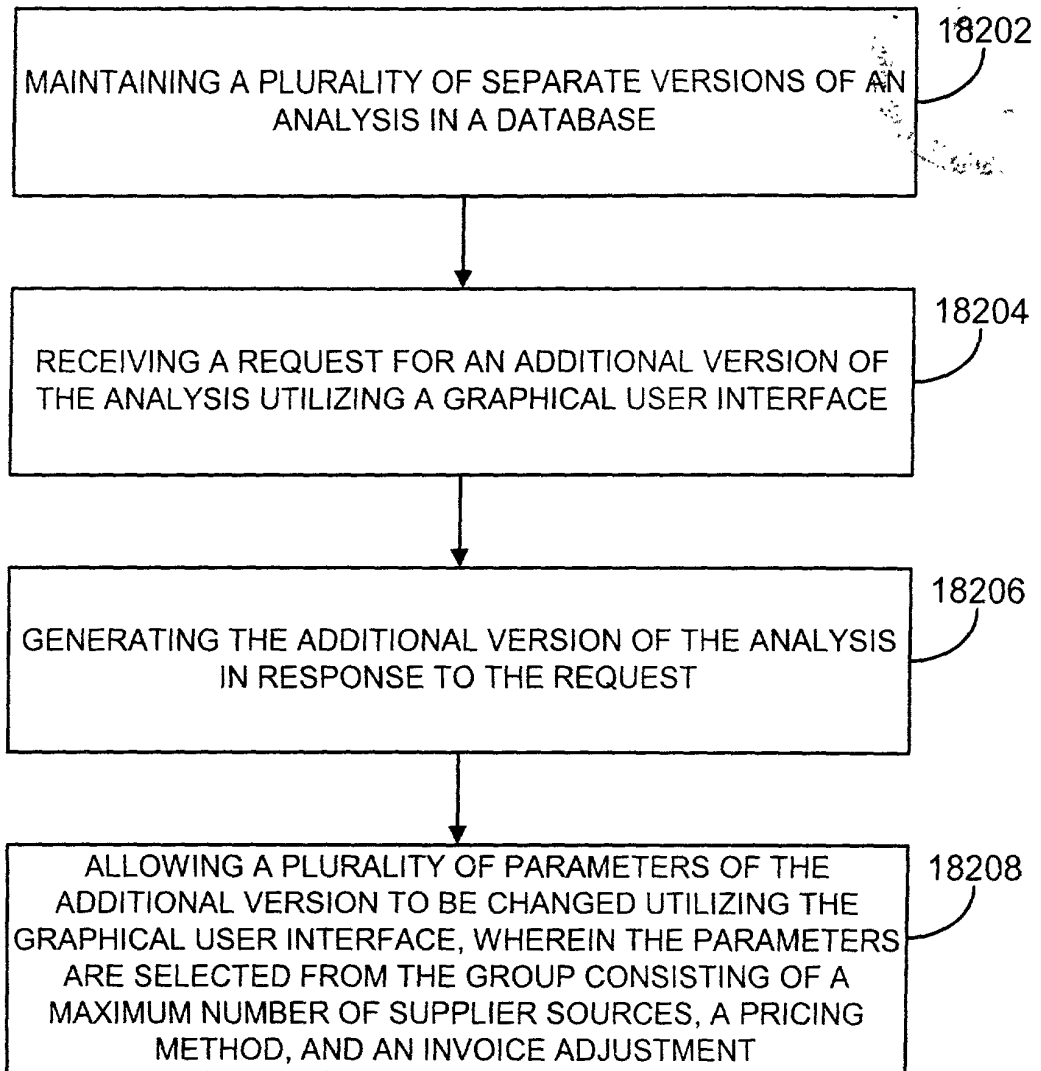


FIG. 181

FIG. 180

18200



**FIG. 182**

FIG. 183

18300

SearchQueryReset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

>>>

18302

FIG. 183

18400

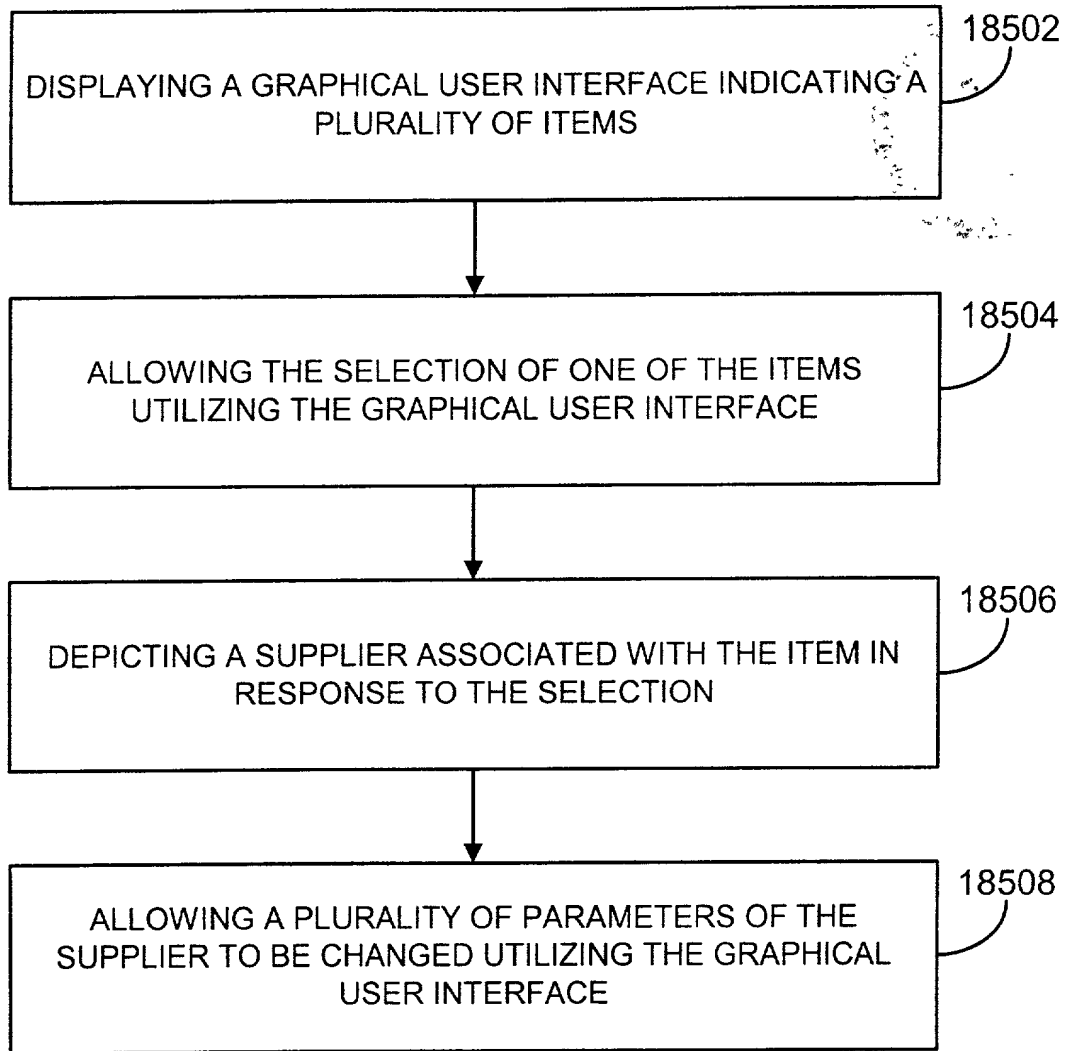
Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184



18500



**FIG. 185**

18600 249460

18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

<b>Supplier Item Desc:</b>	16 OZ COLD CUP	<b>Item No:</b>	CP2942
<b>Items per Case:</b>		<b>Tie Qty:</b>	5
<b>Innerpack Contents:</b>	1200	<b>High Qty:</b>	5
<b>Item Size:</b>		<b>Cases Per Pallet:</b>	25
<b>Item Shelf Life:</b>		<b>Stacking Allowed:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No
<b>Case Length:</b> 22.125		<b>Mandatory Case Cube:</b> 3.43 CUBIC FEET	
<b>Case Width:</b> 15.125		<b>Cases Per Truckload:</b> 769	
<b>Case Depth:</b> 17.75		<b>Gross Weight:</b> 29 28 POUND(S)	
<b>Case U/M:</b> INCH(S)		<b>Net Weight:</b> 27 28 POUND(S)	

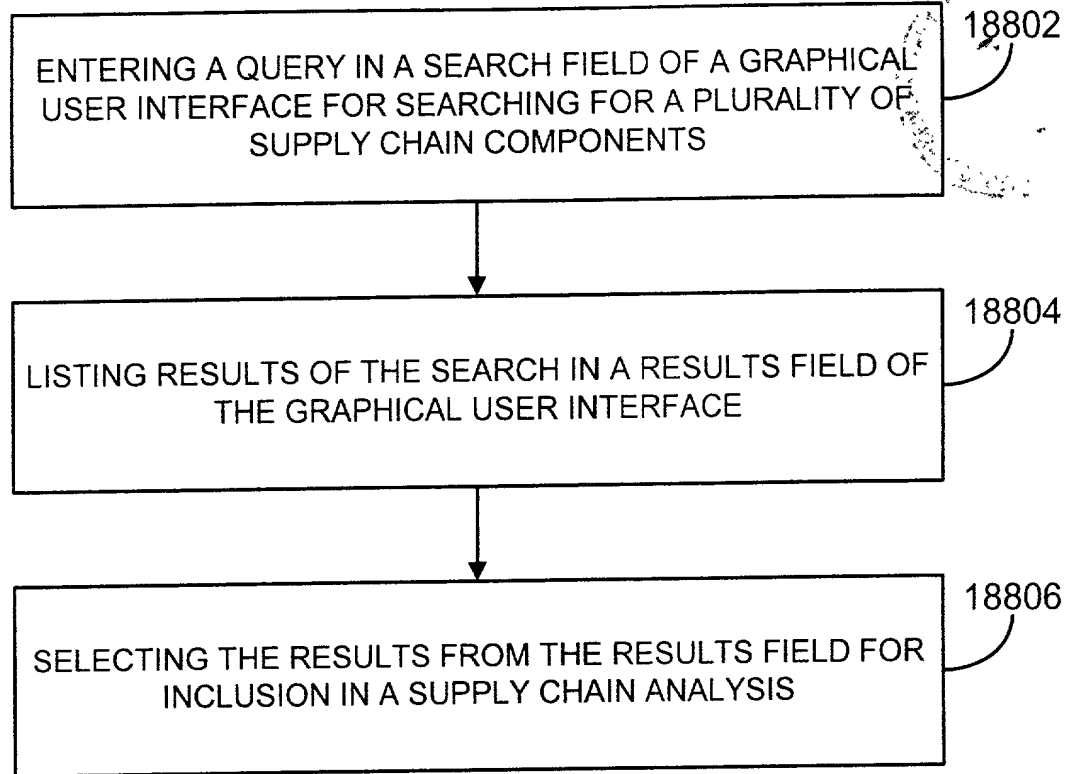
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

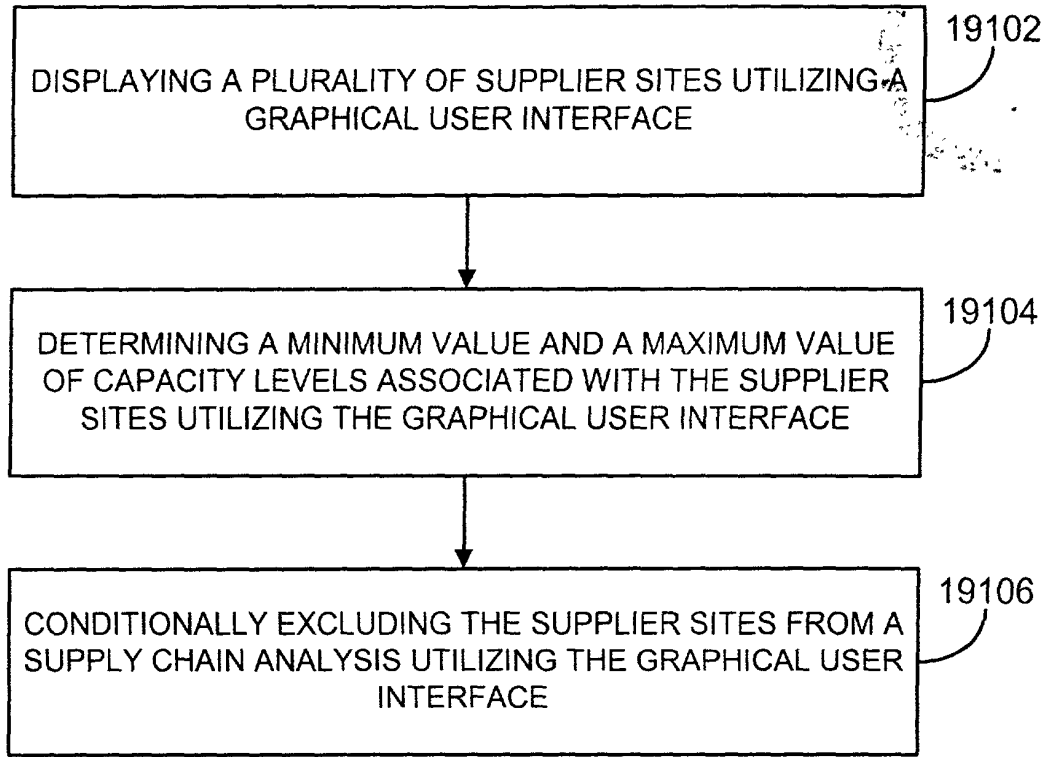
Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC.-OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100



**FIG. 191**

FOODS 19200

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1	

FIG. 194

FIG. 19300 249T860

19500



Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	

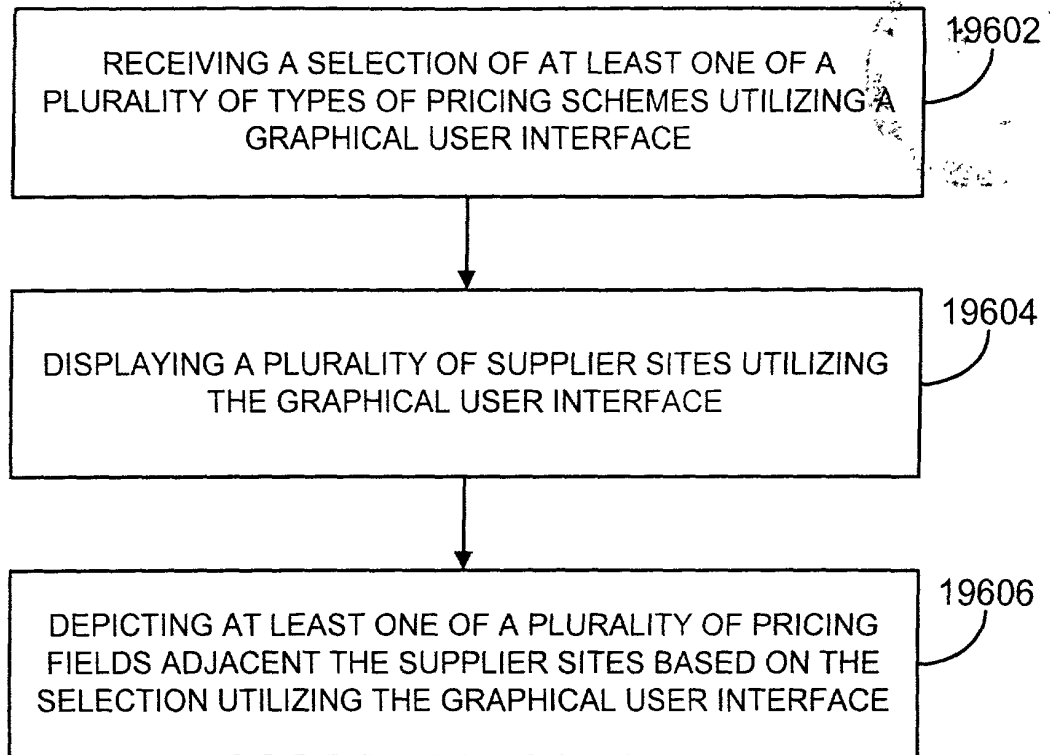
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19500 2049T800



19600



**FIG. 196**

19700

Total Rest. Growth Amount

5.00%

19702

Usage Period

09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

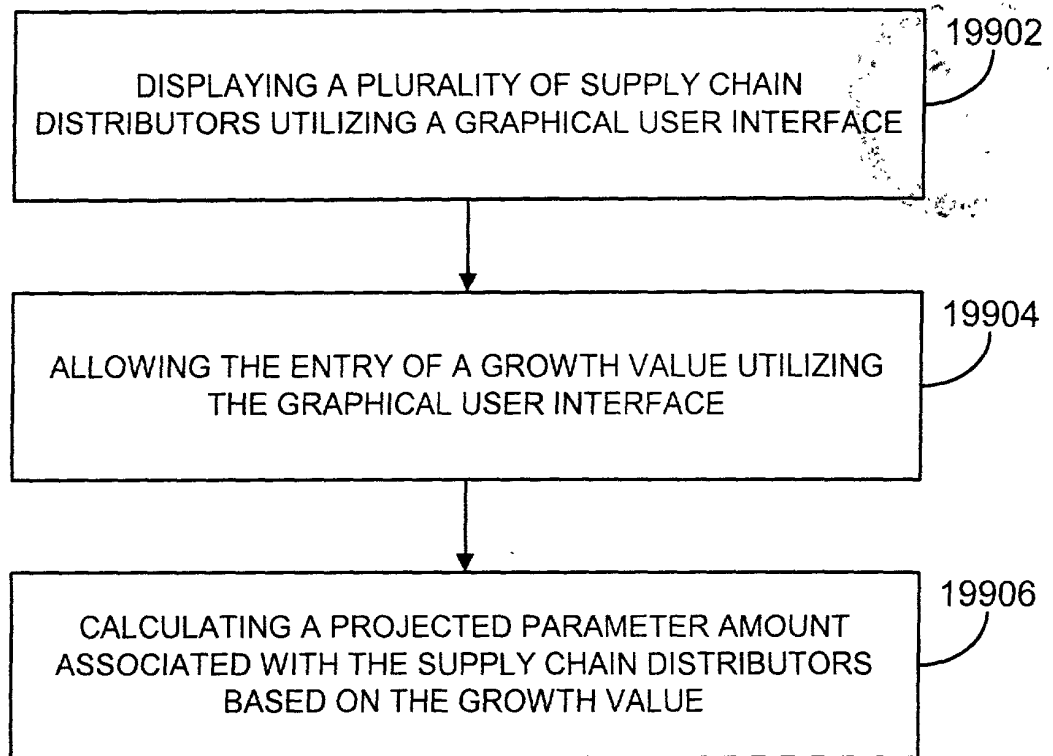
Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction			Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

FIG. 201

20200


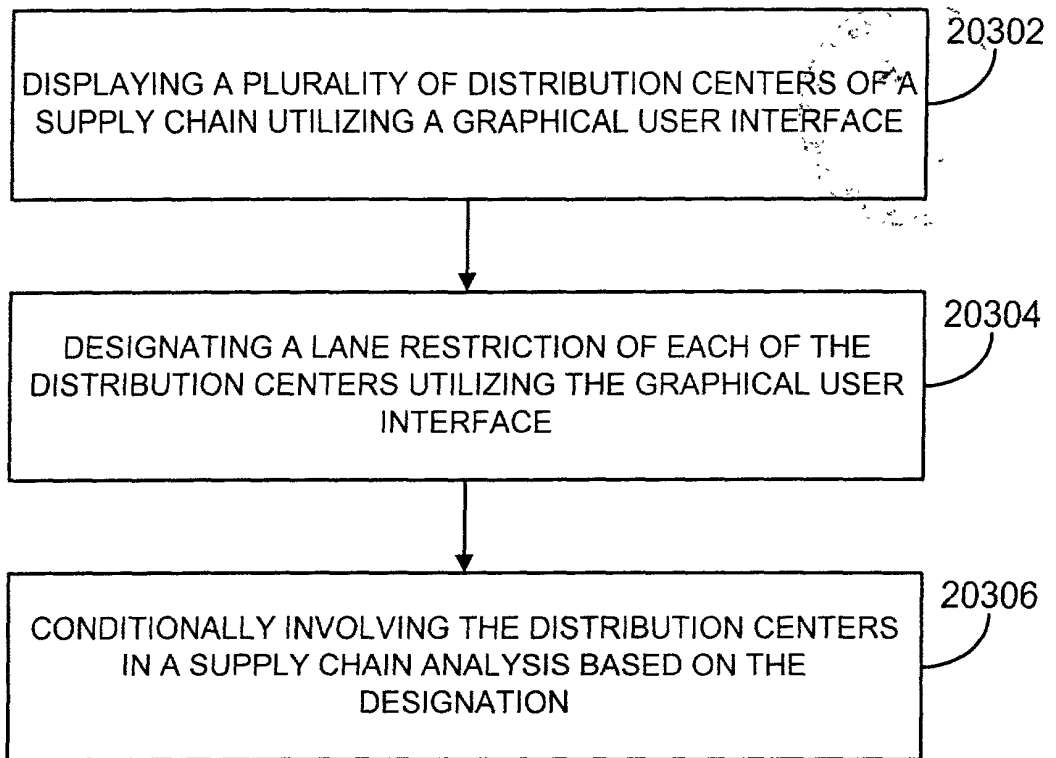
Invalid Selection	
	AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202

20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99988	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVEPOST-ALBUQUERQUE	1,817			
AMERISERVEPOST-DENVER	1,277			
AMERISERVEPOST-SALT LAKE, UT	691			

FIG. 204

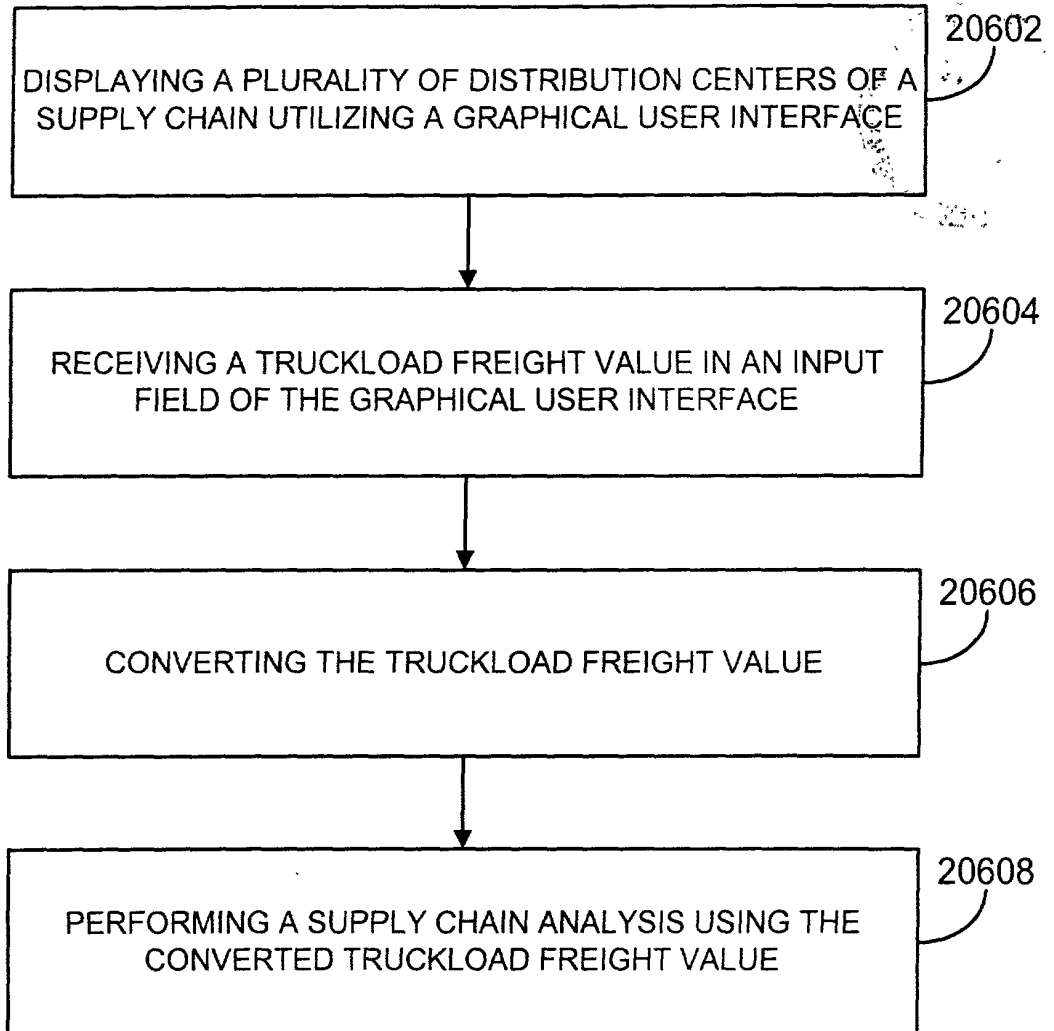
20500

Supplier FOB		Address			
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904		
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638		
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72601		

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +	
PS-ATLANTA	15,000					1.10		
PS-BURLINGTON	15,000	400.00				1.20		

FIG. 205

20600



**FIG. 206**

FIG. 207

20700

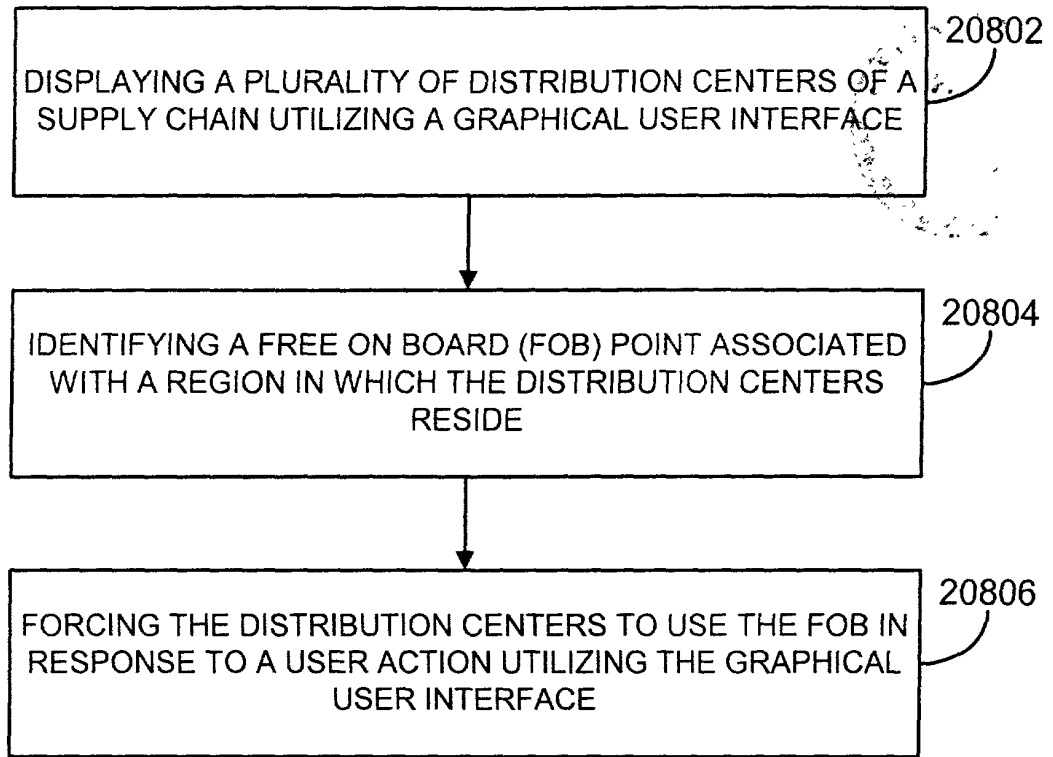


Analysis Region		Force FOB	
MCCABE-PORTLAND/RNW-ANCHORAGE		<input checked="" type="radio"/> Yes	<input type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207



20800



**FIG. 208**

20900



FIG. 209

21000

**Report Selection**

Report Type:

Report Name:

**Report Parameters**

Supplier:

Supplier FOB:

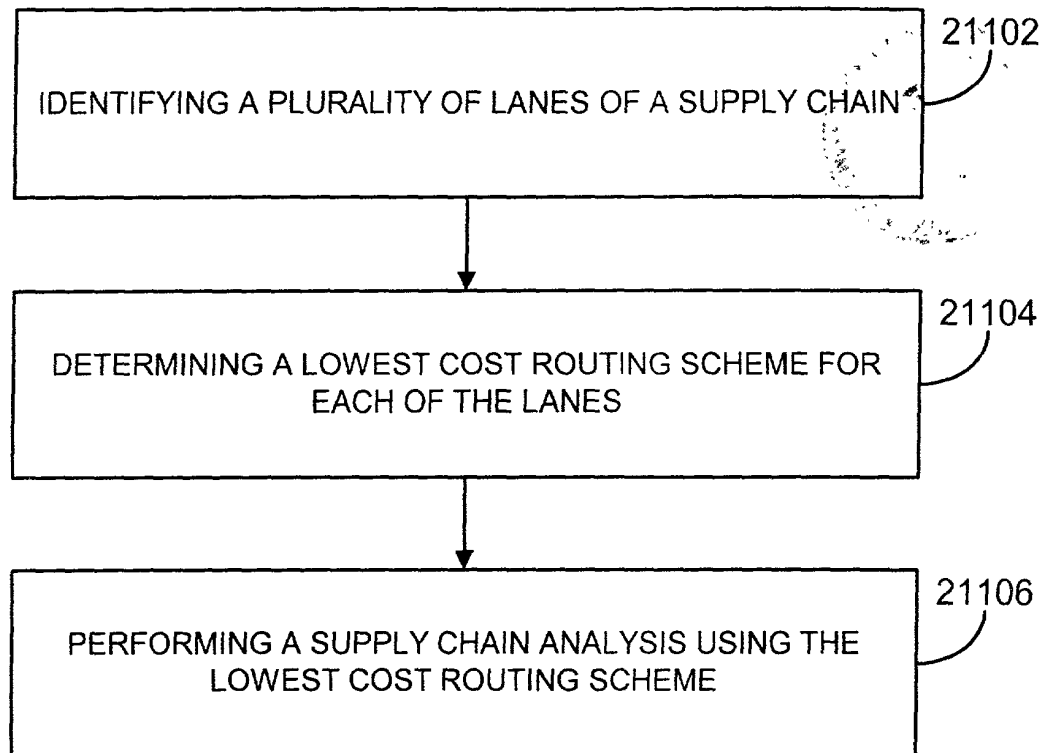
Distribution Center:

Version:

Freight Information Provided	
Freight Information Provided	
LTL Routing Grid By Lane	
Routing Results By Lane	
Routing Results By Lane, Item	
Routing Results w/ RDC Breakout By Lane	
Routing Results w/ RDC Breakout By Lane, Item	
TL Freight Variance Analysis	

FIG. 210

21100



**FIG. 211**

21200



FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version  
With LTL riding with CCF, forced TL  
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

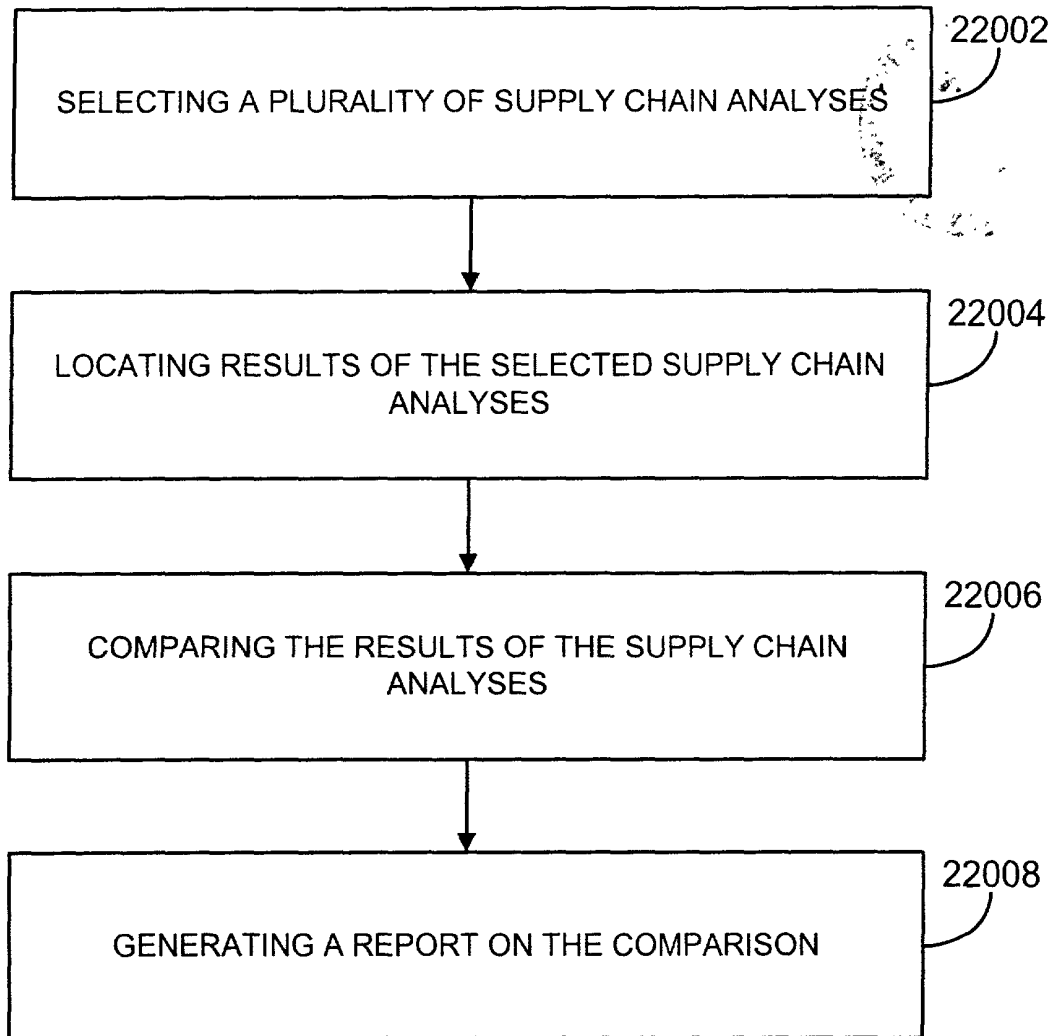
FIG. 218

21900



FIG. 219

22000



**FIG. 220**

22100

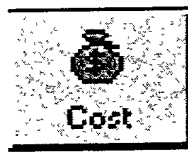


FIG. 221

22200

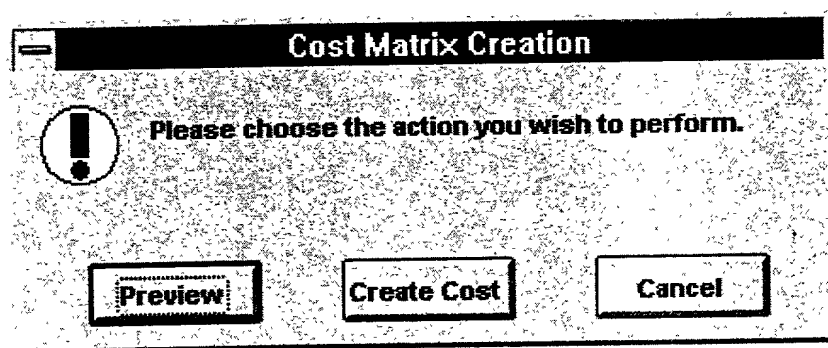


FIG. 222



Supply Patronage Sales/Inv Utilities Data Options

Supplier ...	Item	Least Cost	Contract
Supplier Site ...	Proposal		
Distributor ...	Least Cost Analysis		
DC ...	Formula Pricing	Edit / View	
	Contract ...	New (Using Previous)	
	Cost		
	Vendor Rating		
	Contact Management		
	Logistics & Distribution		
	Bakery Coverage		

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98												
General Info Pricing Freight Formulas Block Cost Adjustments												
Date	FRSH DOM 54% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 88% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 98% LEAN YW	FRZN DOM 98% LEAN BL	IMP AUS 50% LEAN	Lean Fine Tatr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9850	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

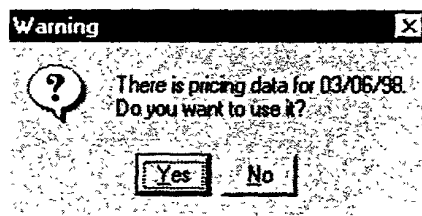


FIG. 226

22700

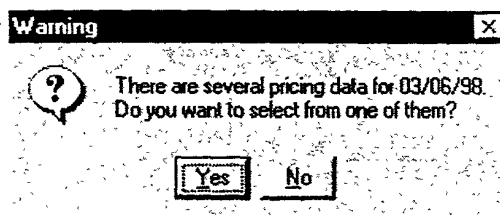


FIG. 227

22800

**Formula Pricing Selection**

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																	
General Info.		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	FD65TR		FD65TR		FD73TC		FD88LC		FD85LN		FD90LC		BMA98		LFTB		Total
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3548	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2786									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5185	0.1000	0.0988	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9666	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

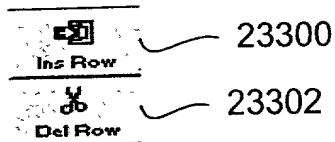


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Help
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236